

# MoneyTree™ Report Q2 2020



# Executive summary

Q2 2020

## US insights

**VC deals to US-based, VC-backed companies see quarterly increase but are down 18% YoY in Q2'20**

Deal activity sees 3% quarterly rise in Q2'20: 1,374 US deals take place in Q2'20, up from 1,336 in Q1'20. Despite the quarterly increase, Q2'20 deals fall 18% YoY. US-based, VC-backed companies raise \$26.9bn in Q2'20, down less than 1% from Q1'20. YTD funding and deal activity decline 7% and 16% YoY, respectively.

**Number of quarterly mega-rounds hits a new record:** 69 companies raise rounds worth \$100m or more in Q2'20, while mega-round deal share is relatively flat at 45%.

**IPO exits jump while M&A activity falls in the pandemic:** After three quarters of declines, 24 US-based, VC-backed companies exit in IPOs in Q2'20, up from 15 in Q1'20. On the other hand, M&A activity sees sharp declines, falling to 120 exits in Q2'20 vs. 155 in Q1'20.

**Unicorn births decline for fourth consecutive quarter:** There are 11 new US VC-backed private companies valued at \$1bn+ in Q2'20. The total number of unicorns reaches 209 in Q2'20.

## Geographic insights

**Global deal activity increases, funding declines in Q2'20**

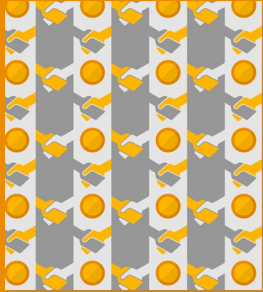
North America, Asia, and Europe see combined funding of \$49bn in Q2'20: Globally, deal activity rebounds in Q2'20 to 3,812 deals, while funding decreases to \$50.2bn. Funding and deals are down 13% and 9% YoY, respectively.

**Asia sees the largest quarterly increase in deals among geographies, rising 20% in Q2'20:** Quarterly deal activity in Europe rises 9% in Q2'20, compared to 3% in North America.

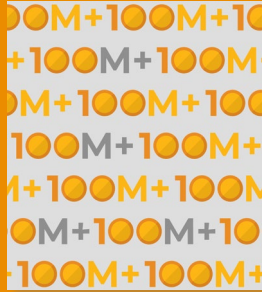
**San Diego and Washington DC Metro areas hit 8-quarter highs for funding activity:** San Diego Metro quarterly funding hits a 2-year high at \$1.2bn led by three mega-rounds. VC-backed startups based in the Washington DC Metro raise \$700m in Q2'20, also a 2-year high.

**Quarterly funding in Silicon Valley dips 7% in Q2'20 to \$11.7bn, while deal activity rises 11% to 432 deals:** Three of the top five largest deals in the US go to Silicon Valley-based startups that each raise \$400m+.

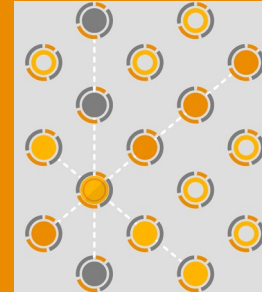
# Contents



Deals and dollars



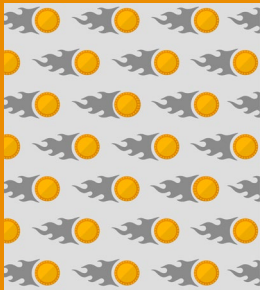
Mega-rounds



Sectors



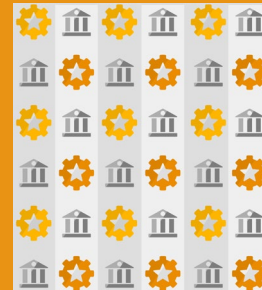
Unicorns



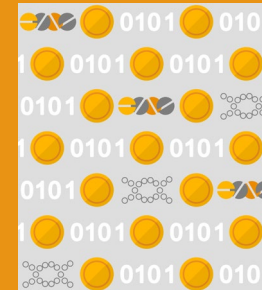
Exits



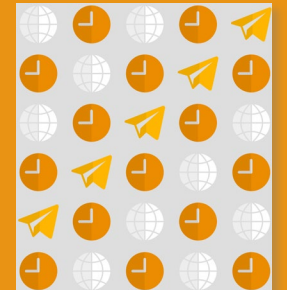
Metros



States



Emerging areas

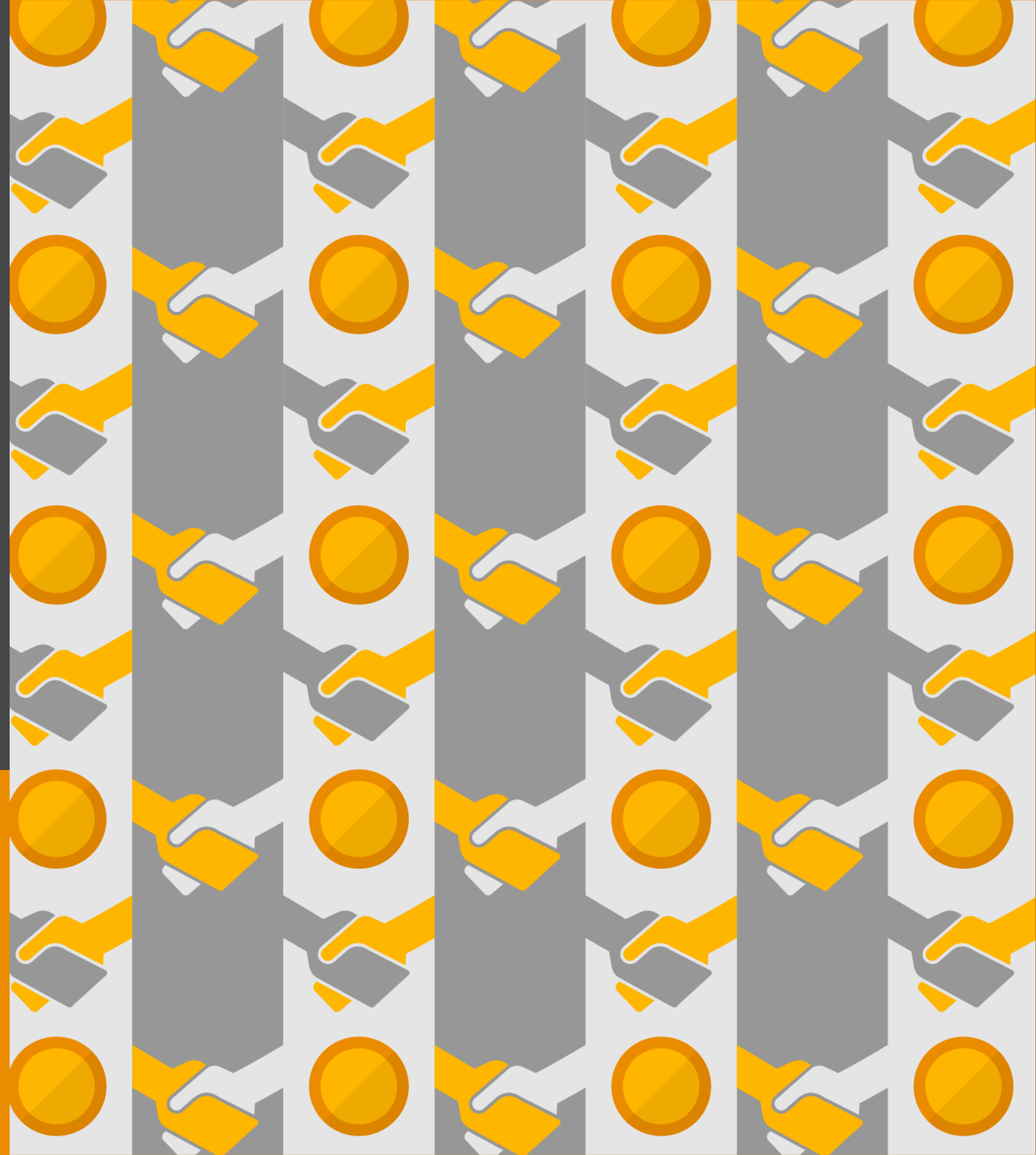


Global

# Deals and dollars

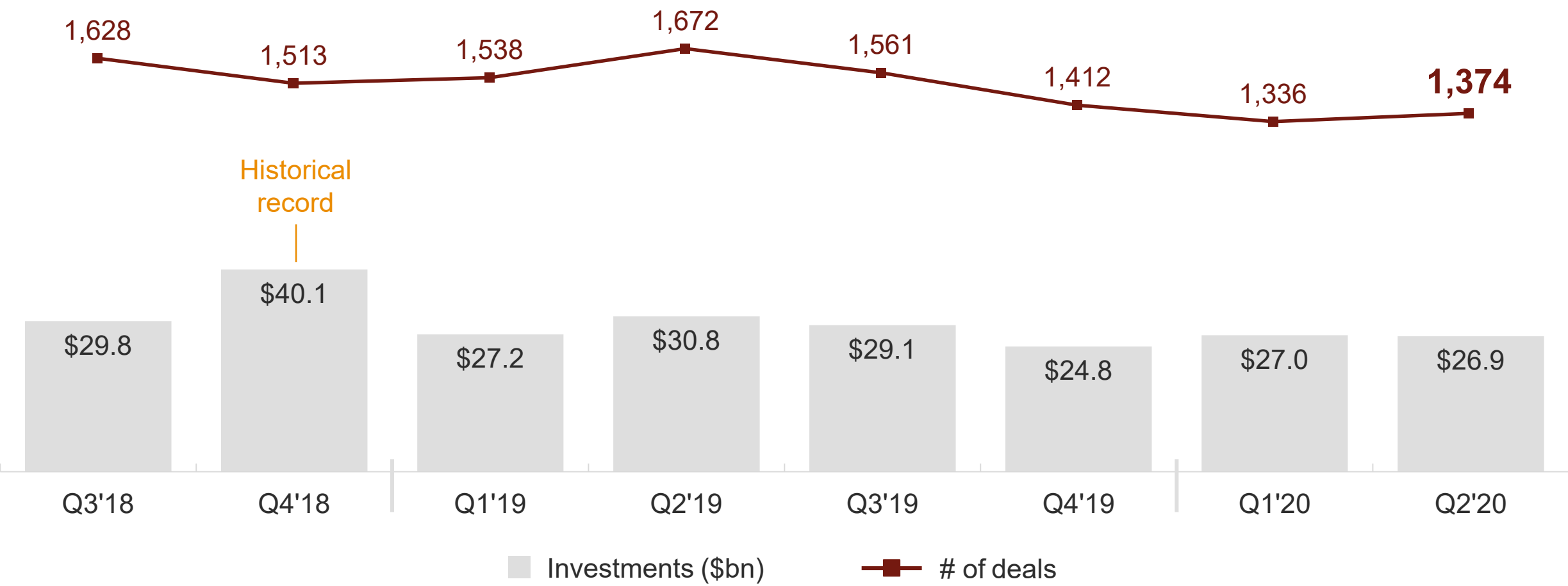


Source: PwC/CB Insights MoneyTree™ Report Q2 2020



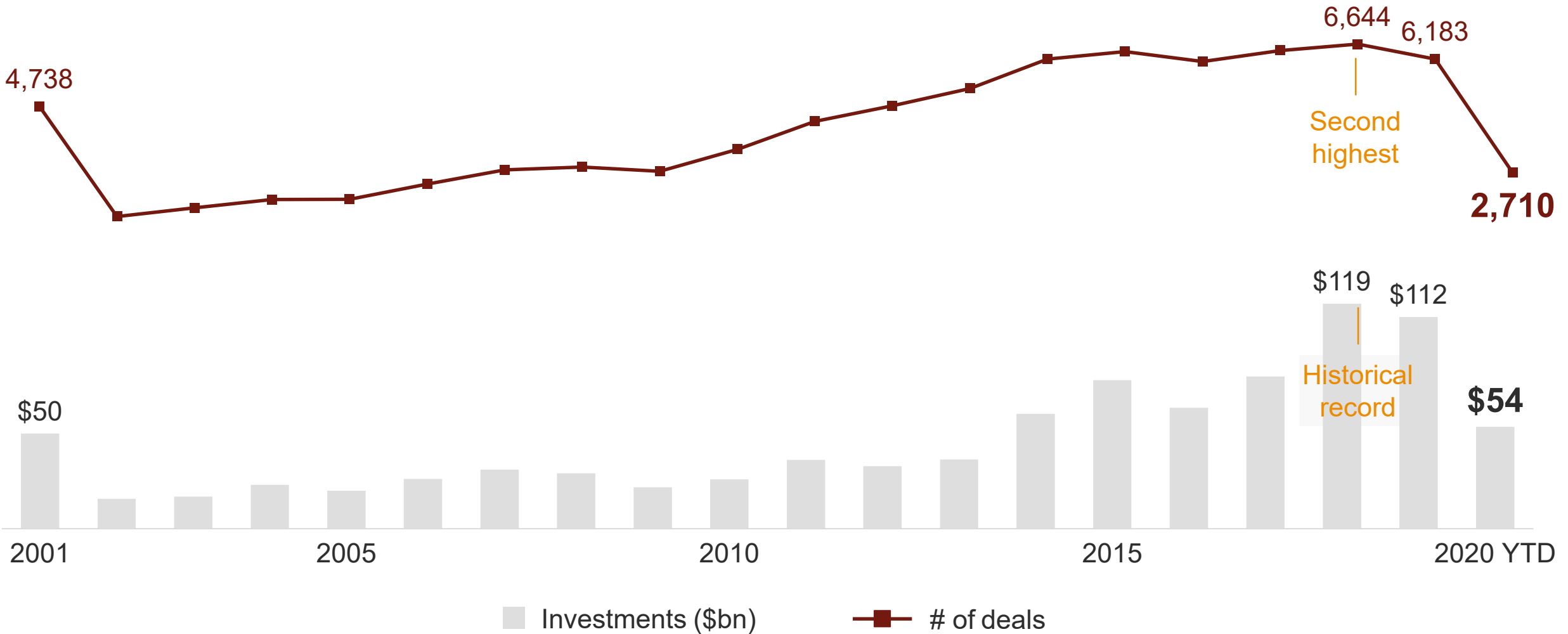
# US deal activity reverses 3-quarter decline despite the pandemic

## US deals and dollars – Quarterly



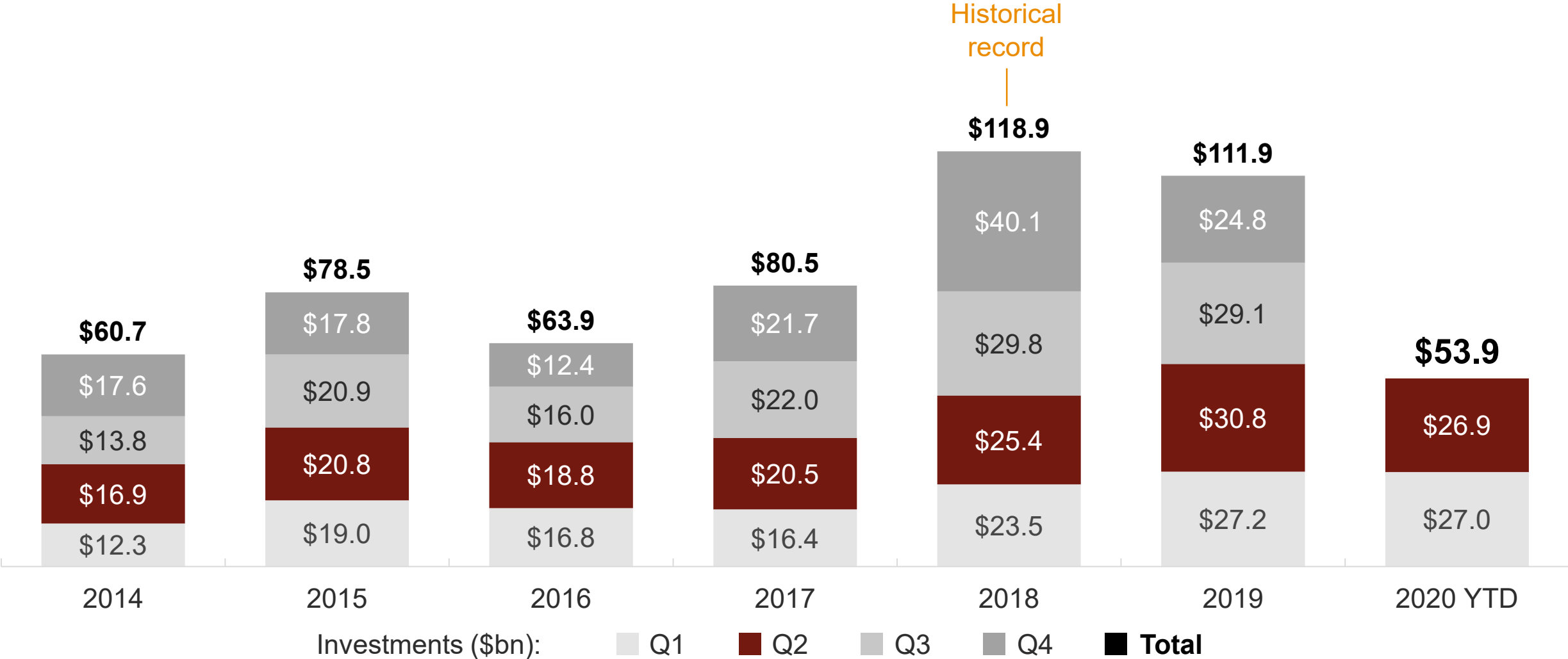
# 2020 financing pace is short of 2019 levels, but near record levels

## US deals and dollars – Annual



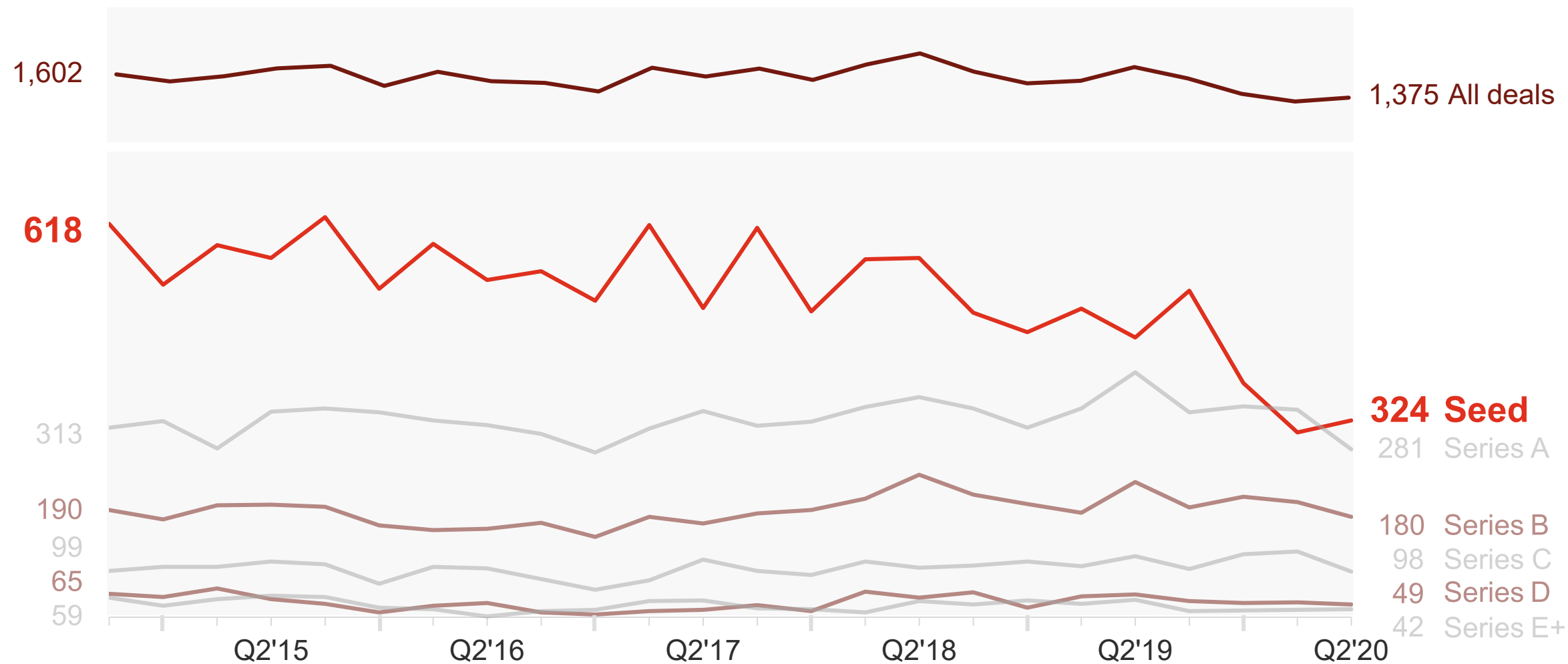
# YTD US funding is 7% less than the first half of 2019

## US funding – Quarterly seasonality



# Seed deals see quarterly rise in Q2'20 after sharp decline

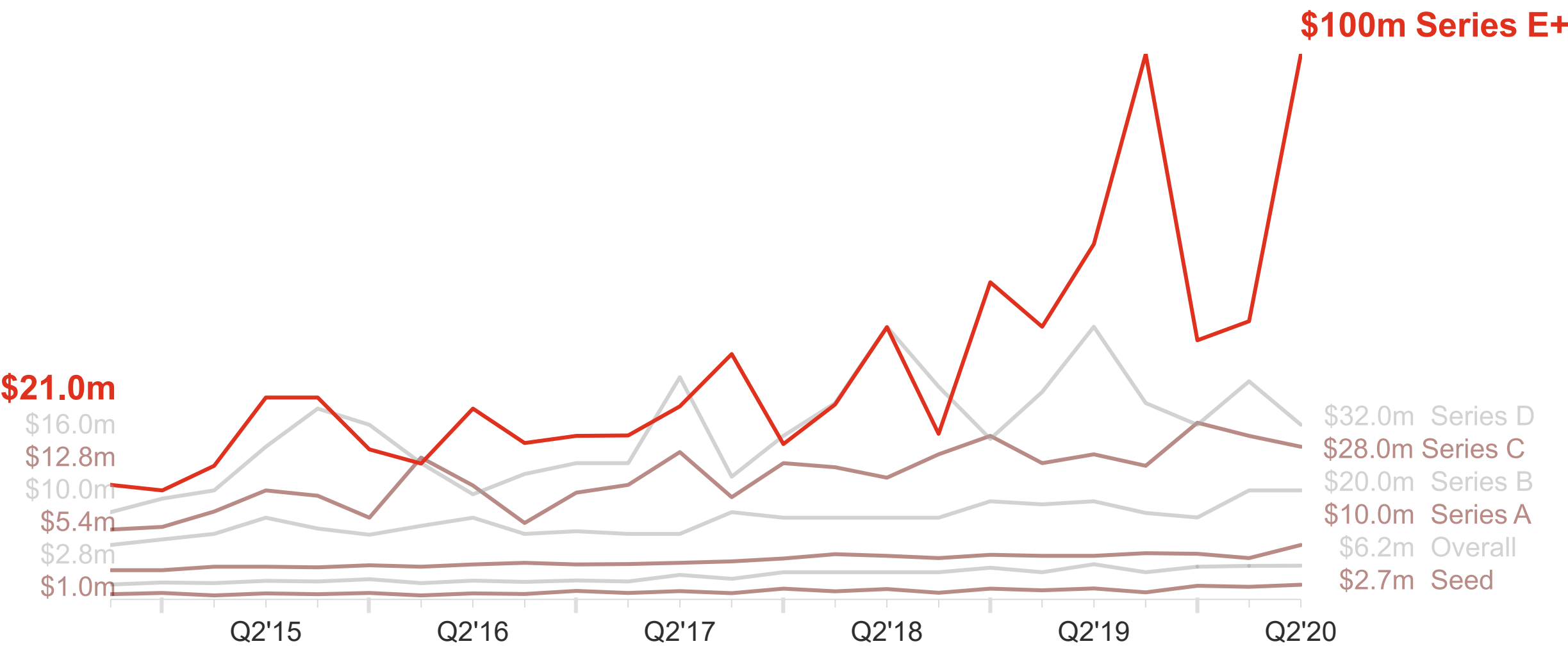
## Deal activity by round





# Series E+ median deal size nearly doubles to \$100m in Q2'20

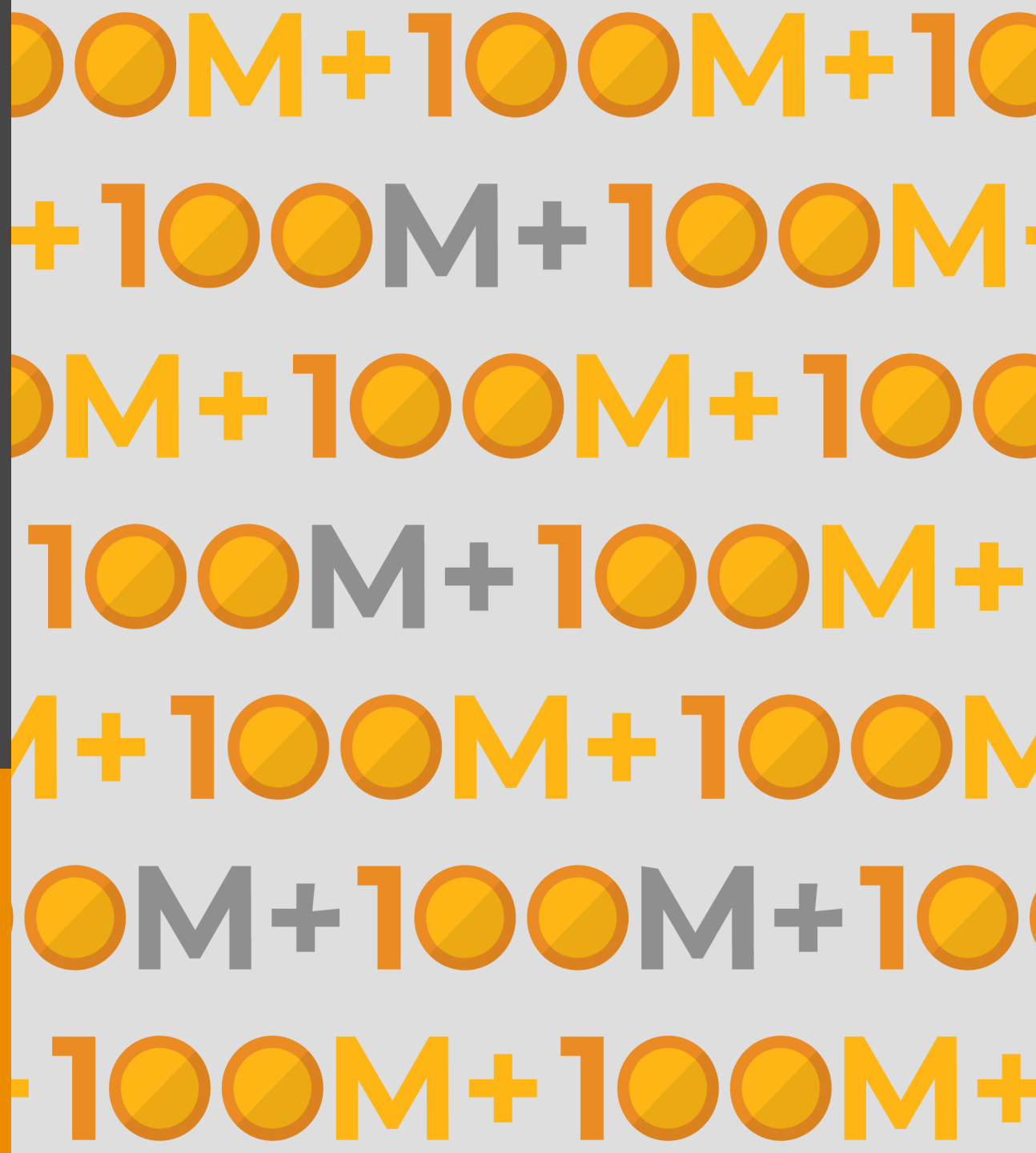
## Median deal size by round



# Mega-rounds

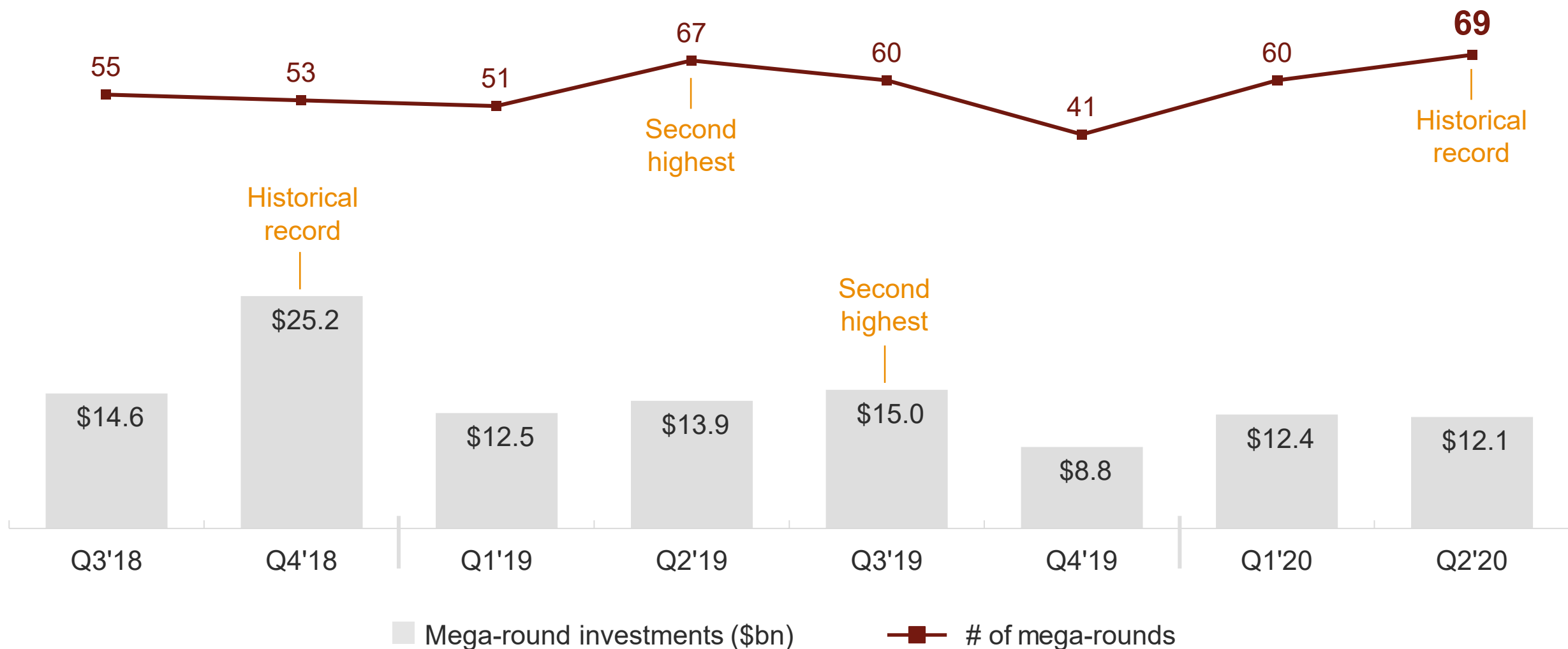


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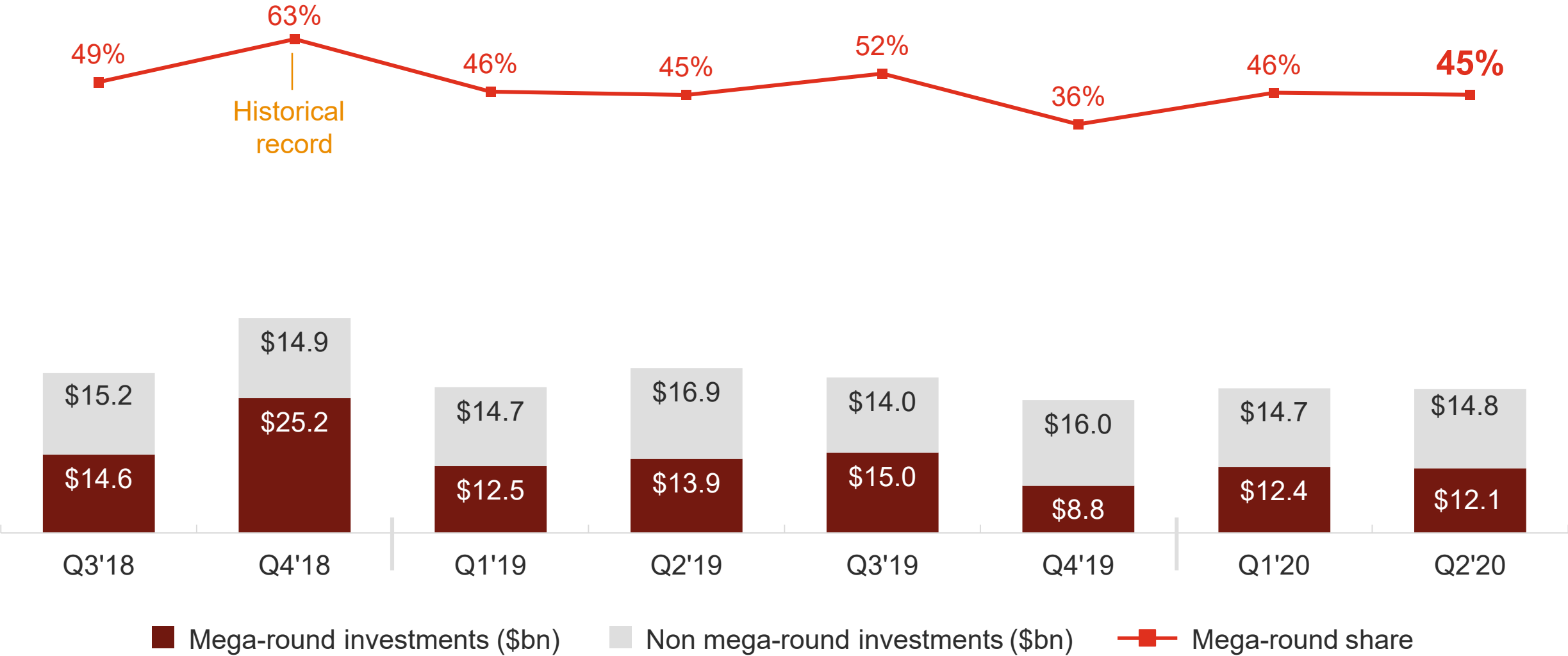
# Record number of mega-rounds take place in Q2'20

## Mega-rounds – Investments and deal count



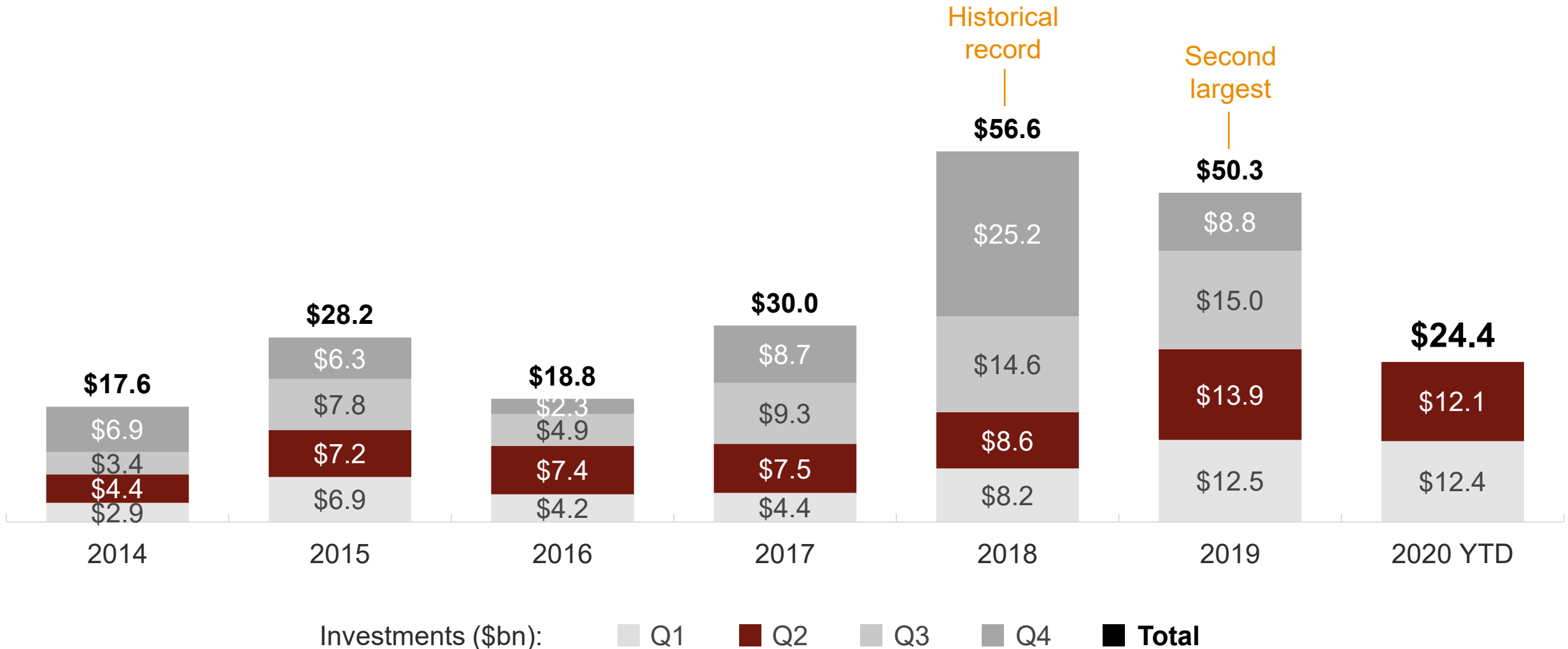
# Mega-round deal share is relatively flat in Q2'20 at 45%

## Mega-rounds – Funding and share of total funding



# YTD US mega-round investments are pacing below 2019 levels

## Mega-rounds – Quarterly seasonality

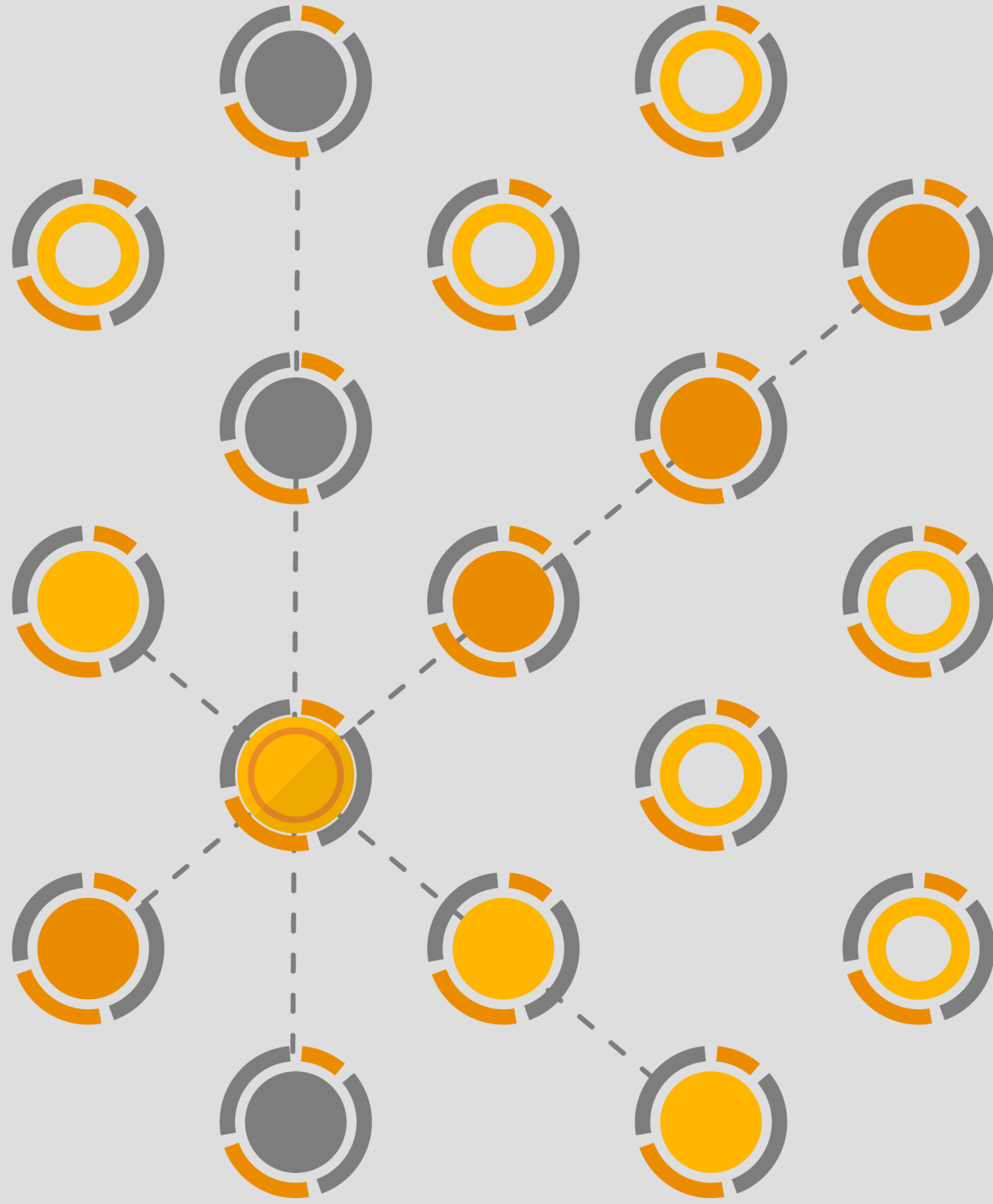


# Stripe leads largest US deals with \$600m mega-round

## Largest US deals of Q2'20

Company	Investment	Round	Select investors	Vertical
<b>1 Stripe</b> San Francisco, CA	<b>\$600m</b>	Series E+	Andreessen Horowitz, General Catalyst, Google Ventures, Sequoia Capital	Internet Internet Software & Services Payments
<b>2 Palantir Technologies</b> Palo Alto, CA	<b>\$500m</b>	Other	Sompo Japan Nipponkoa	Software (non-internet/mobile) Business Intelligence, Analytics & Performance Mgmt Software
<b>3 Sana Biotechnology</b> Seattle, WA	<b>\$481m</b>	Series A	ARCH Venture Partners, Baillie Gifford & Co., Bezos Expeditions, Google Ventures	Healthcare Biotechnology
<b>4 DoorDash</b> San Francisco, CA	<b>\$400m</b>	Series E+	Durable Capital Partners, Fidelity Investments, T. Rowe Price	Internet E-commerce Food & Grocery
<b>5 Magic Leap</b> Plantation, FL	<b>\$350m</b>	Other	Undisclosed Investor(s)	Software (non-internet/mobile) Scientific, Engineering Software

# Sectors



# Food & Beverages replaces Consumer Products in Top 5

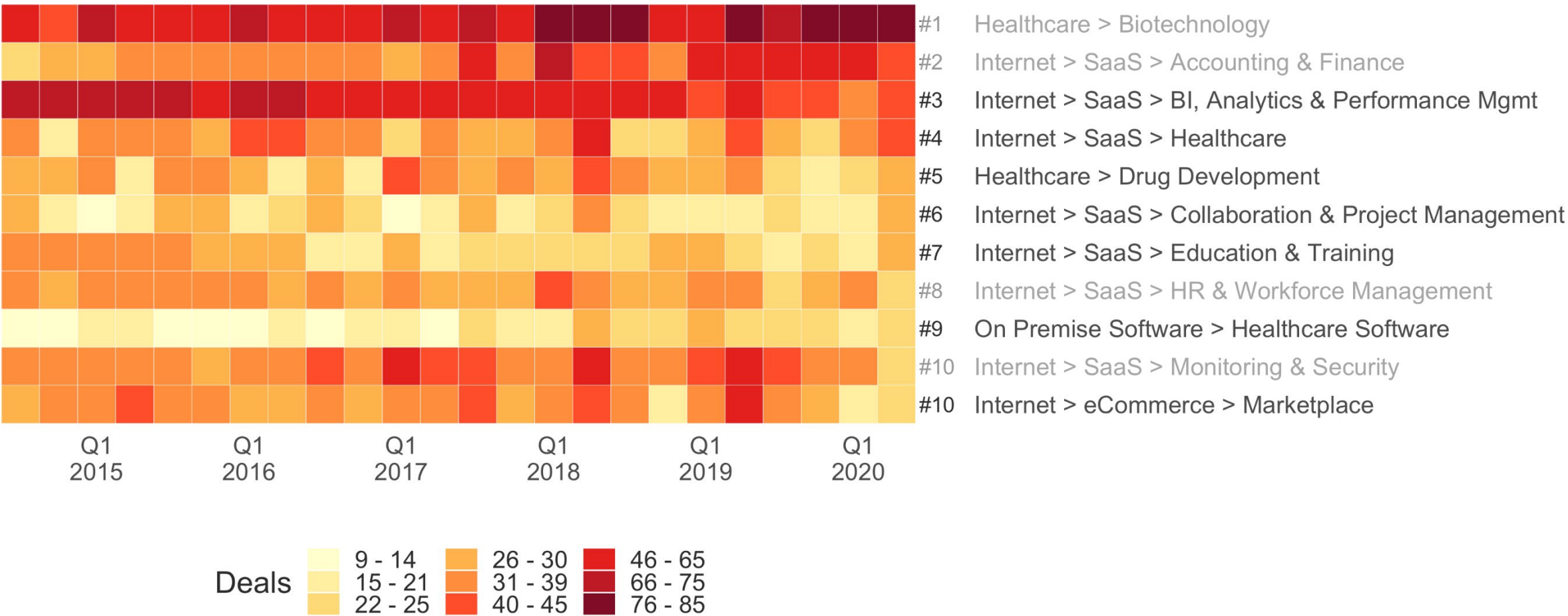
## Top 5 US sectors – by deals

Sector	# of deals	Funding
1 Internet	573	\$11.3bn
2 Healthcare	221	\$6.4bn
3 Software (non-internet/mobile)	151	\$2.9bn
4 Mobile & Telecommunications	148	\$2.9bn
5 Food & Beverages	48	\$0.5bn



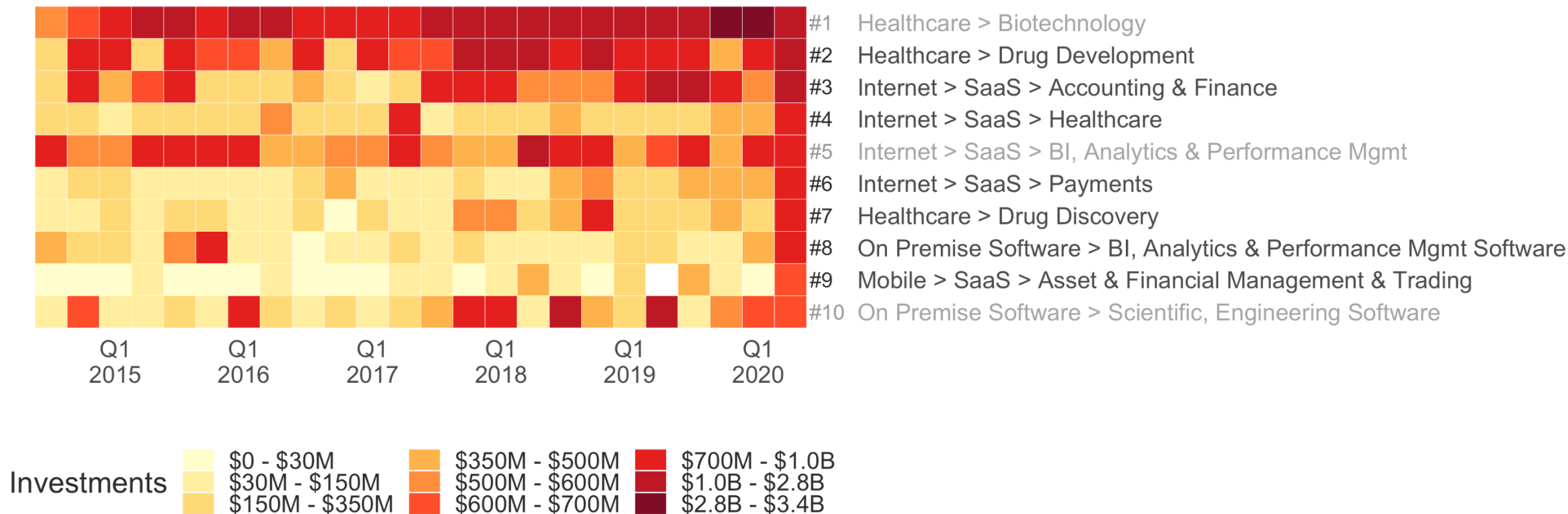
# Seven top verticals increased deal activity amid the pandemic

## Top 10 verticals by deal activity



# Seven verticals grew investments materially too

## Top 10 verticals by investments



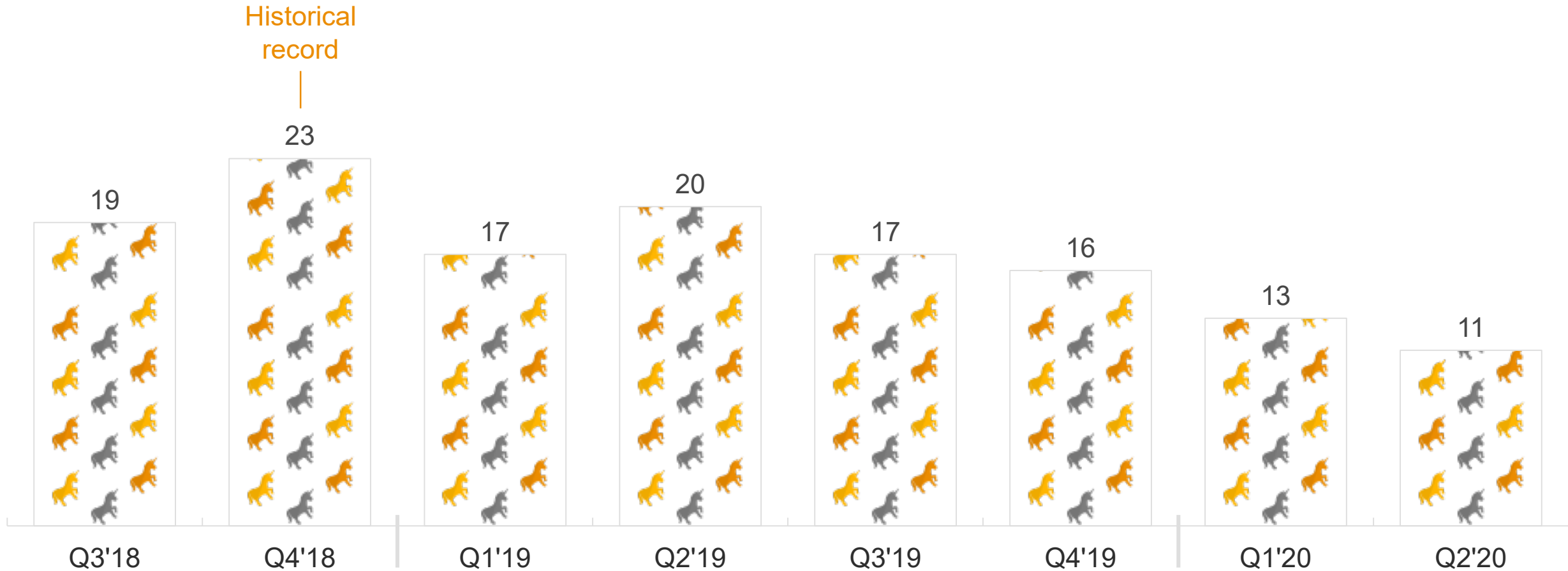
# Unicorns



Source: PwC/CB Insights MoneyTree™ Report Q2 2020

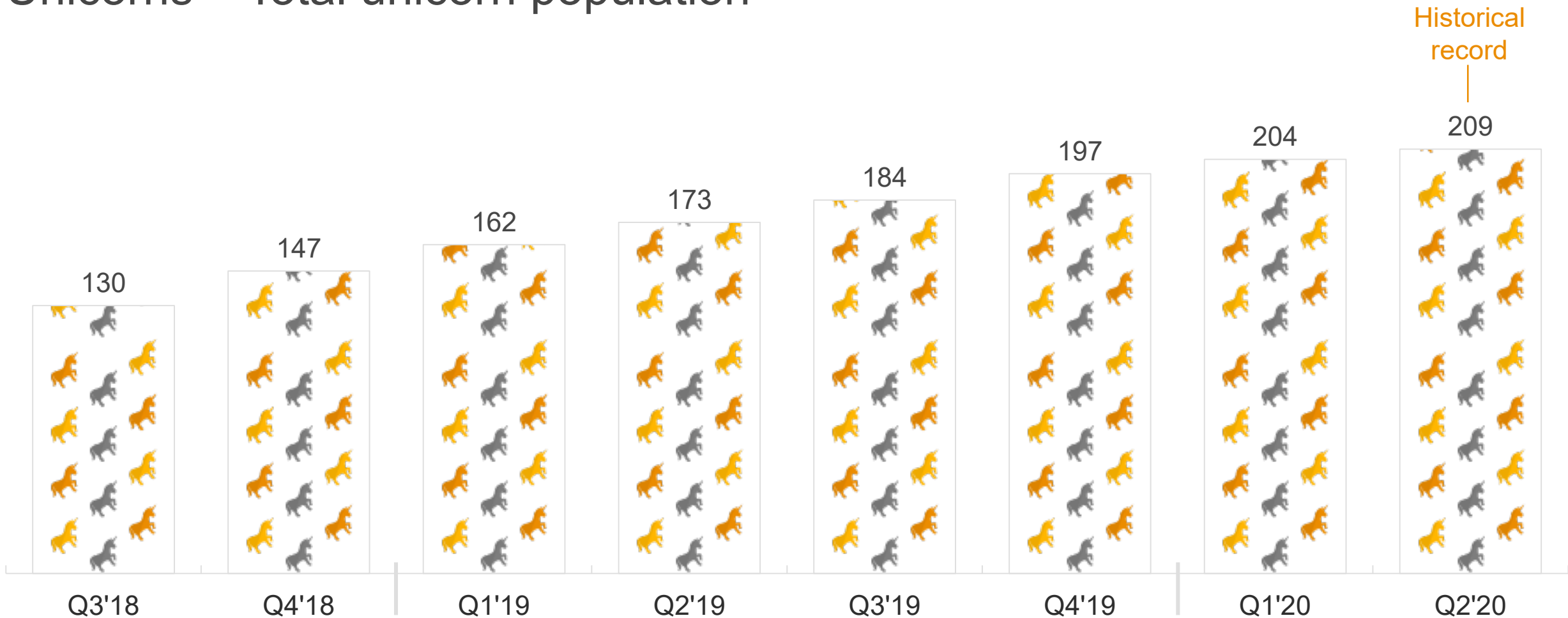
# New unicorn births decline for fourth consecutive quarter

## Unicorns – New US-based, VC-backed unicorns by quarter



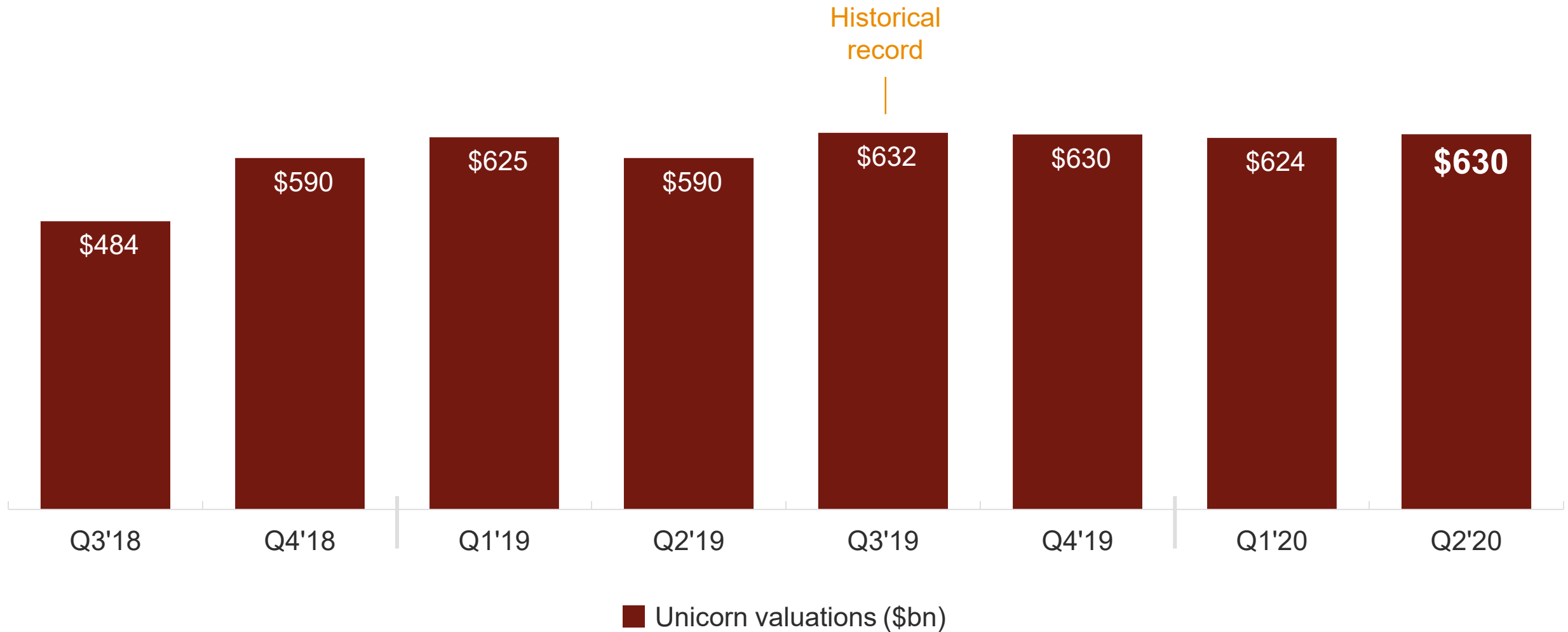
# Nonetheless, the total US unicorn population continues to climb

## Unicorns – Total unicorn population



# Aggregate valuation ticks upward after two quarters of decline

## Unicorns – US aggregate unicorn valuation



# Stripe & SpaceX rise to the top as highest-valued US startups

## Top 5 highest-valued US unicorns – Q2'20

Company	Valuation	Vertical	Emerging areas	Select investors
<b>1 Stripe</b> San Francisco, CA	<b>\$36.0bn</b>	Internet Software & Services Payments	Fin Tech	Andreessen Horowitz, General Catalyst, Google Ventures, Sequoia Capital
<b>1 SpaceX</b> Hawthorne, CA	<b>\$36.0bn</b>	Industrial Aerospace & Defense	Space Tech	Founders Fund, Future Ventures, Google, Valor Equity Partners
<b>3 Palantir Technologies</b> Palo Alto, CA	<b>\$20.0bn</b>	Software (non-internet/mobile) Business Intelligence, Analytics & Performance Mgmt Software	Business Intelligence	Sompo Japan Nipponkoa
<b>4 Airbnb</b> San Francisco, CA	<b>\$18.0bn</b>	Internet E-commerce Travel	On-Demand	Silver Lake, TSSP
<b>5 DoorDash</b> San Francisco, CA	<b>\$16.0bn</b>	Internet E-commerce Food & Grocery	On-Demand	Durable Capital Partners, Fidelity Investments, T. Rowe Price

# Top-funded companies have raised \$2bn+ each

## Top 5 funded US companies – Q2'20

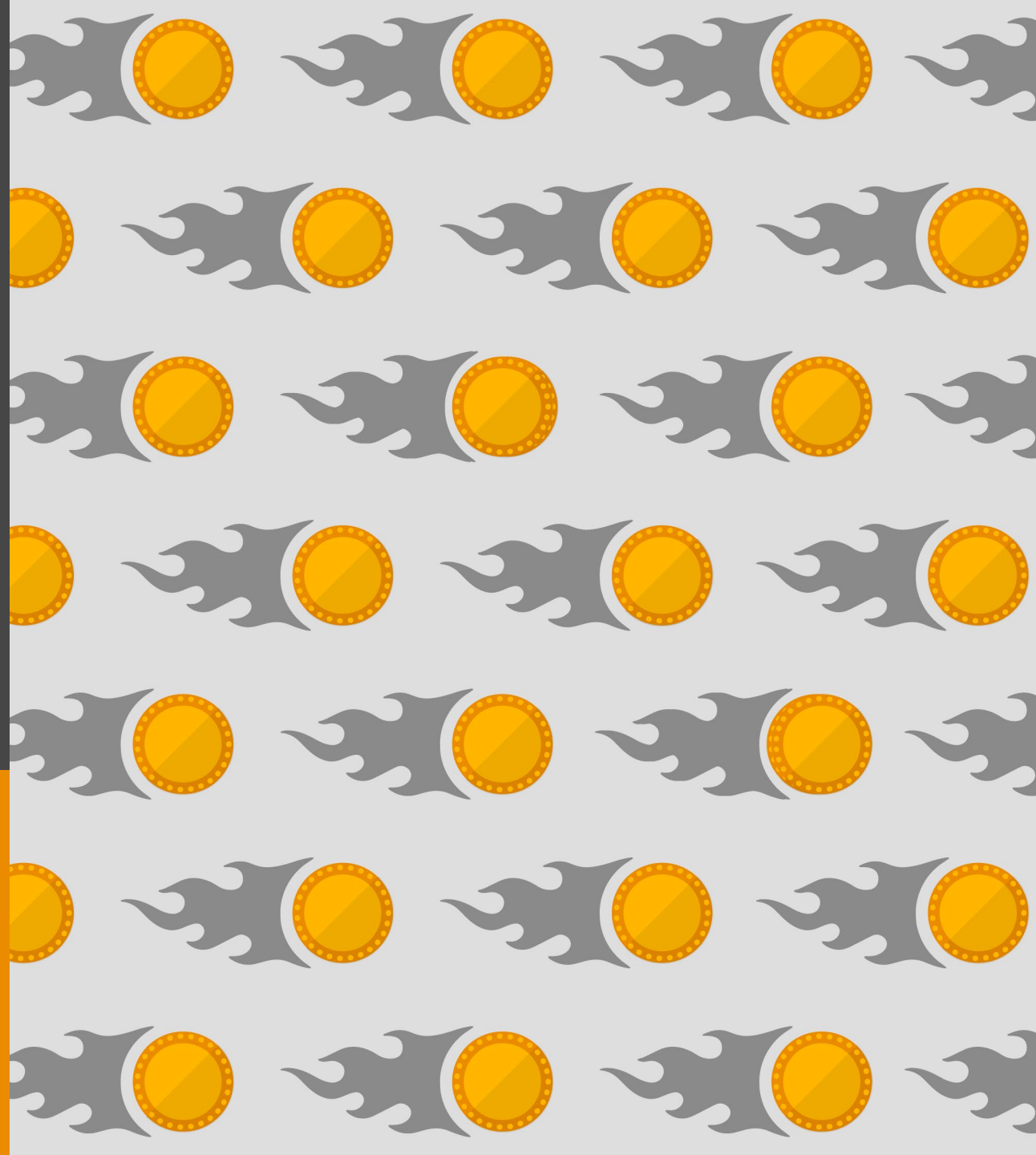
Company	Funding	Vertical	Emerging areas	Select investors
<b>1 JUUL Labs</b> San Francisco, CA	<b>\$15.1bn</b>	Consumer Products & Services Consumer Electronics	Consumer Hardware	Coatue Management, D1 Capital Partners, Tiger Global Management
<b>2 Airbnb</b> San Francisco, CA	<b>\$3.6bn</b>	Internet E-commerce Travel	On-Demand	Silver Lake, TSSP
<b>3 SpaceX</b> Hawthorne, CA	<b>\$3.2bn</b>	Industrial Aerospace & Defense	Space Tech	Founders Fund, Future Ventures, Google, Valor Equity Partners
<b>4 Magic Leap</b> Plantation, FL	<b>\$3.0bn</b>	Software (non-internet/mobile) Scientific, Engineering Software	AR/VR	Alibaba Group, Fidelity Investments, Google
<b>5 SoFi</b> San Francisco, CA	<b>\$2.5bn</b>	Internet E-commerce Marketplace	Fin Tech	Institutional Venture Partners, Qatar Investment Authority, Third Point Ventures



# Exits

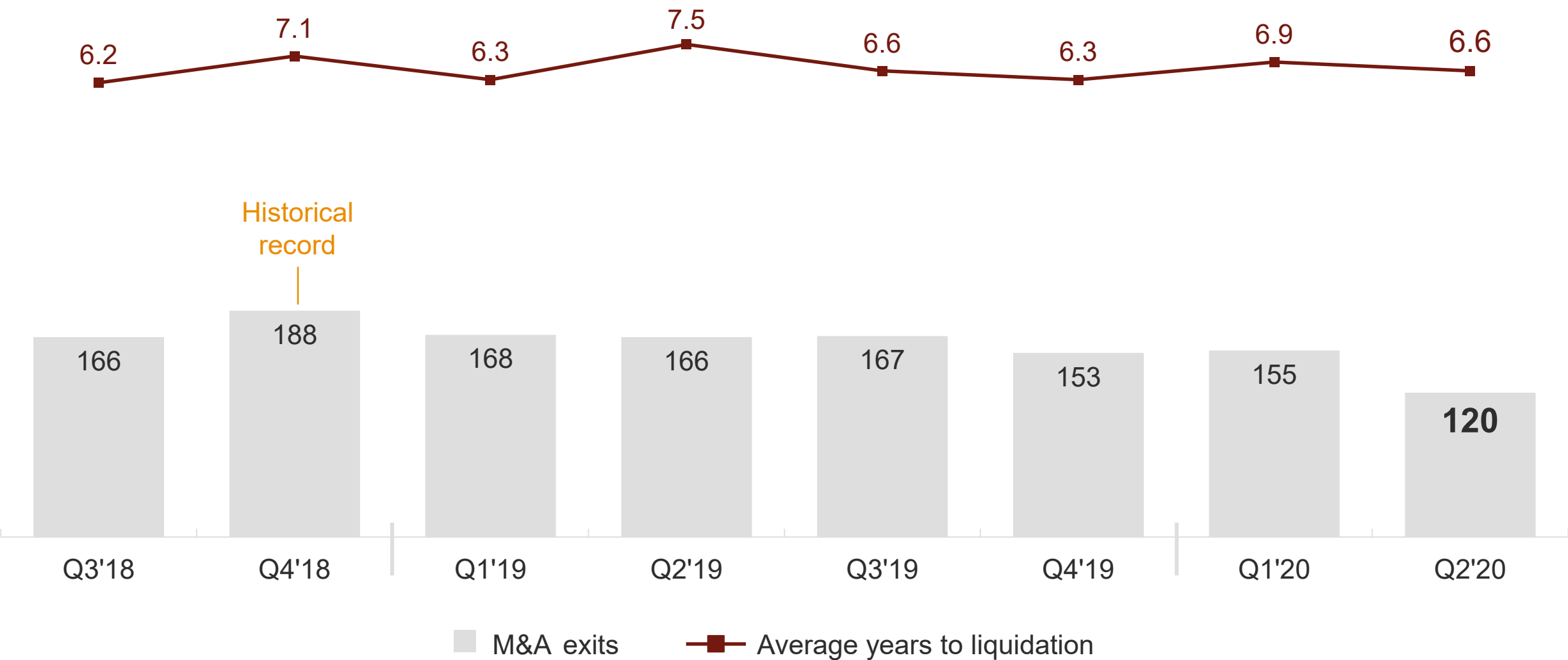


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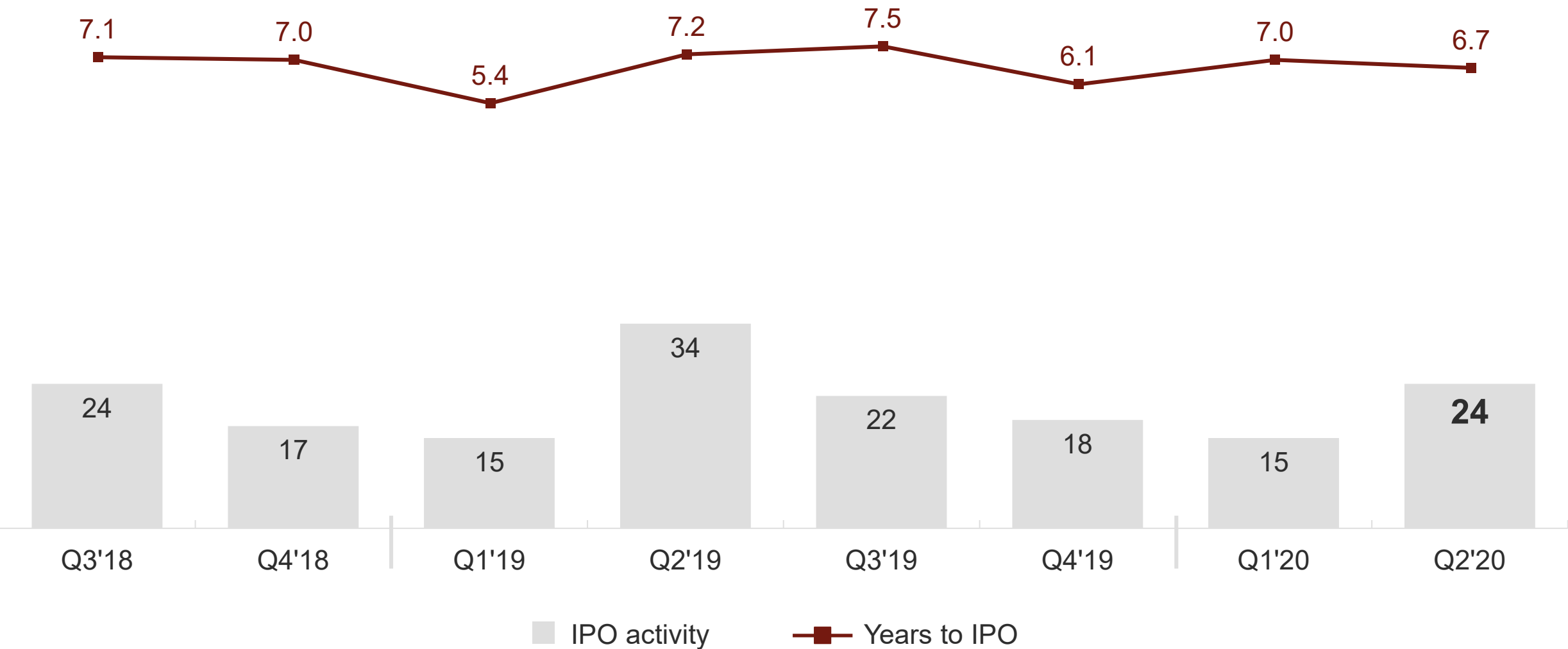
# Q2'20 M&A dips to eight quarter low amid the pandemic

## US M&A exits – Quarterly



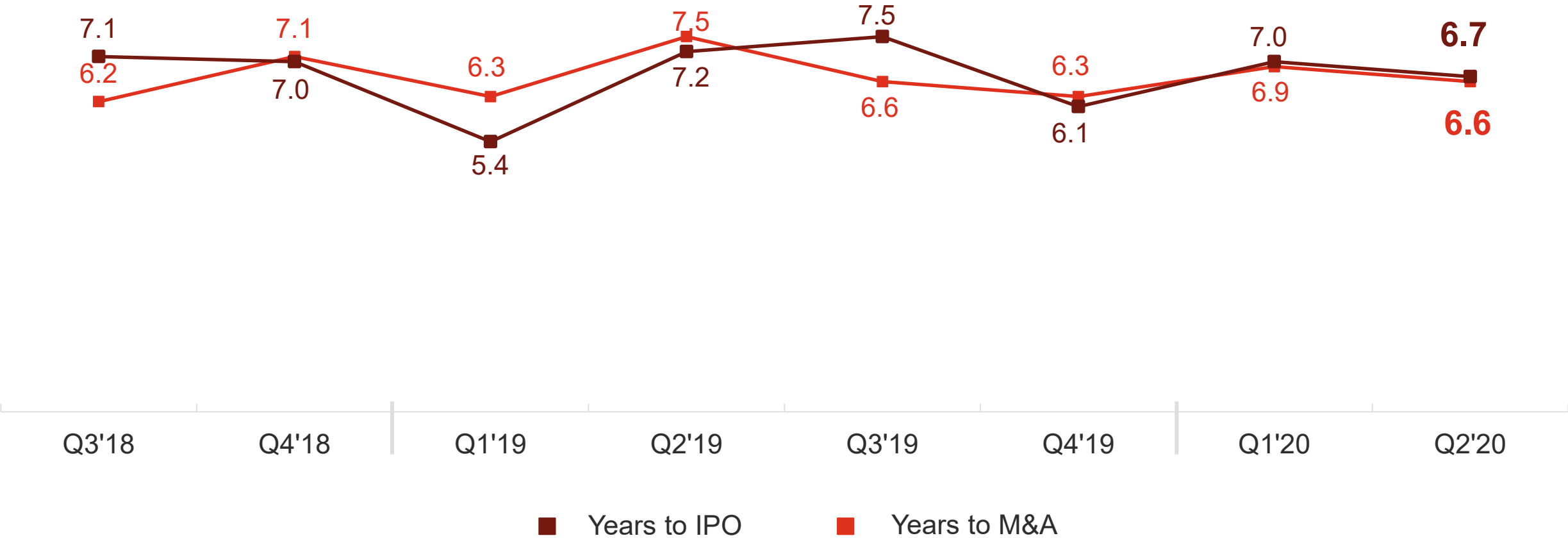
# Nonetheless, US IPO exits rebound in Q2'20

## US IPOs – Quarterly



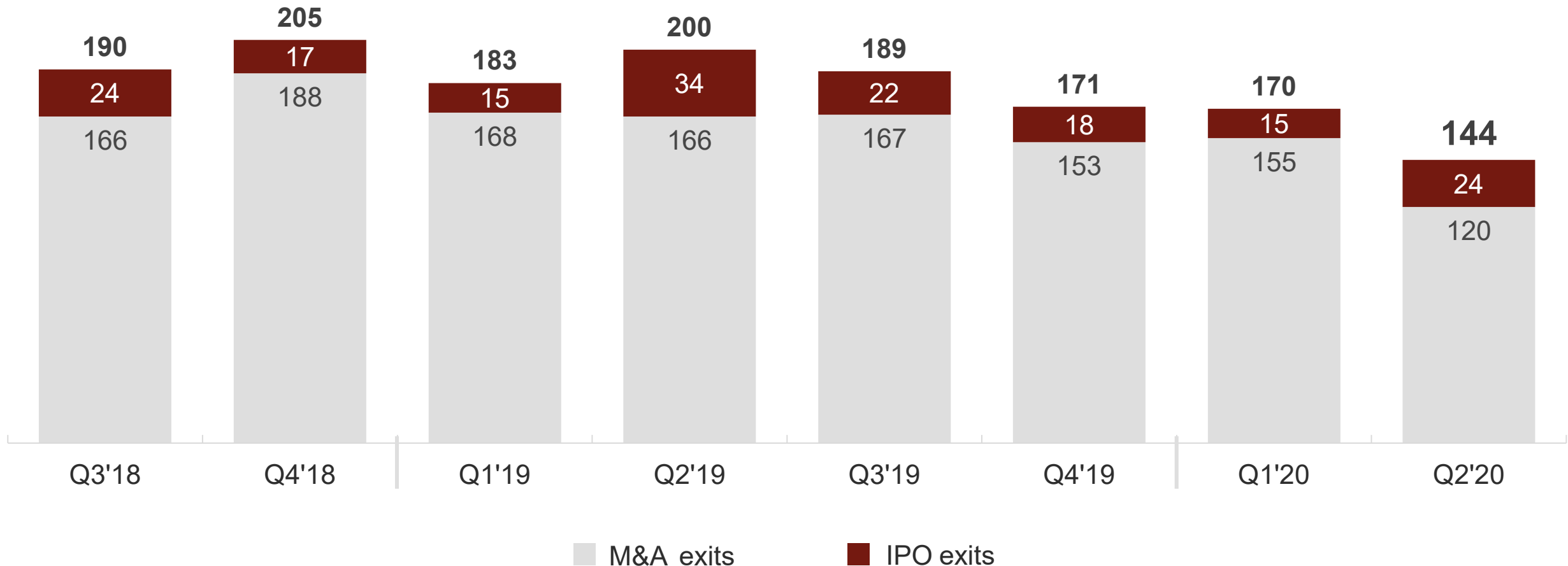
# Years to IPO and M&A fall in Q2'20

M&A exits and IPOs – Time-to-exit



# Sharp decline in M&A activity contributes to total fall in exits

## M&A exits and IPOs – Number of exits



# Three of top M&A exits come from Fin Tech startups in Q2'20

## Top 5 M&A exits of Q2'20

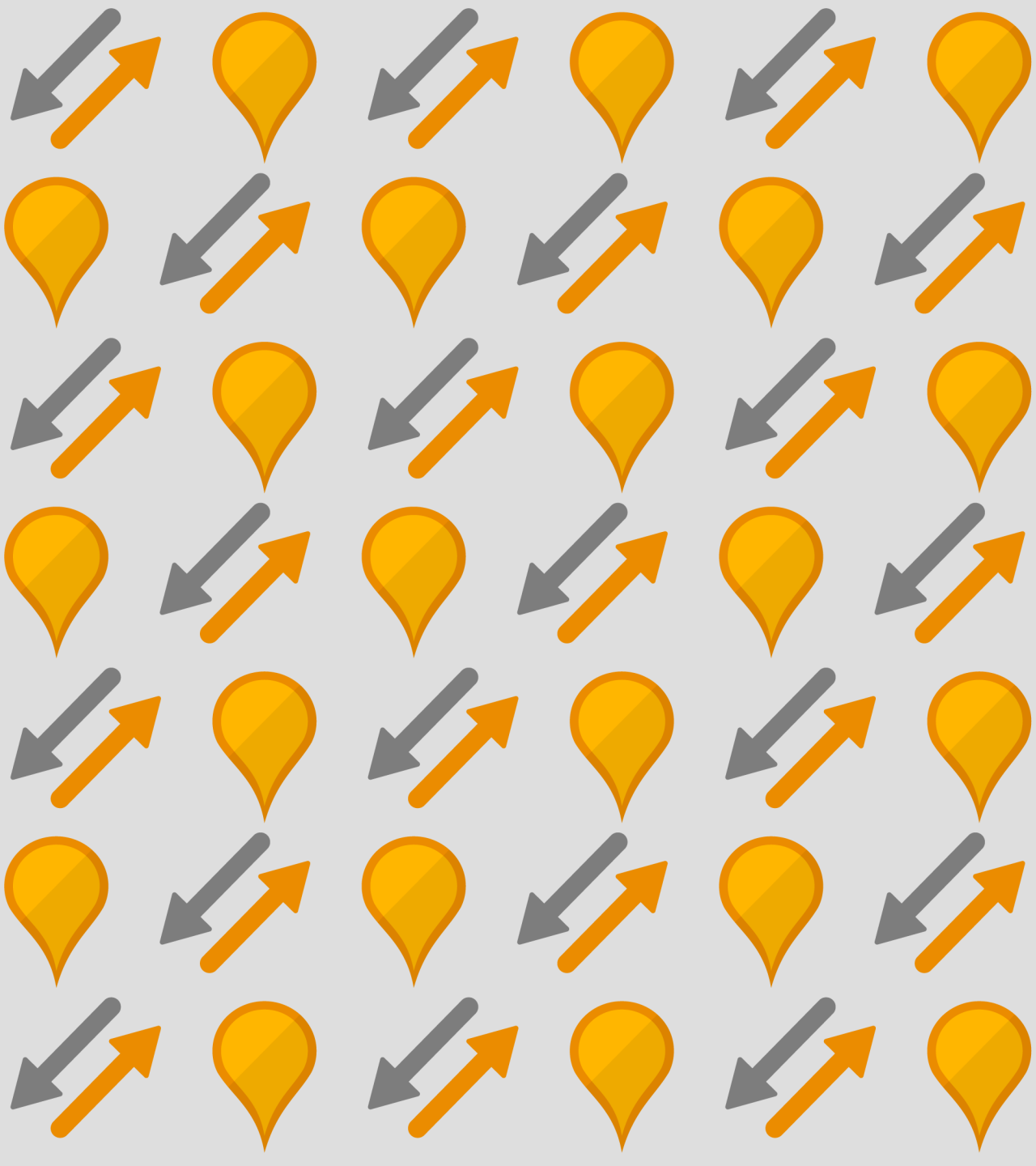
Company	Valuation	Last round	Verticals	Select prior investors	Buyer
<b>1</b> <b>Corvidia Therapeutics</b> Waltham, MA	<b>\$2.1bn</b>	Series B	Healthcare Pharmaceuticals / Drugs	Apple Tree Partners, Sofinnova Partners	Novo Nordisk
<b>2</b> <b>Zoox</b> Foster City, CA	<b>\$1.2bn</b>	Other	Software (non-internet/mobile) Scientific, Engineering Software	Blackbird Ventures, Lux Capital, Threshold Ventures	Amazon
<b>2</b> <b>Galileo Financial Technologies</b> Salt Lake City, UT	<b>\$1.2bn</b>	Growth Equity	Internet Internet Software & Services <b>Payments</b>	Accel, Mercato Partners	SoFi
<b>4</b> <b>Personal Capital</b> Redwood City, CA	<b>\$1.0bn</b>	Series E+	Internet Internet Software & Services <b>Asset &amp; Financial Management &amp; Training</b>	BlackRock, Crosslink Capital, Institutional Venture Partners	Empower Retirement
<b>5</b> <b>Finicity</b> Salt Lake City, UT	<b>\$985m</b>	Series C	Internet Internet Software & Services <b>Accounting &amp; Finance</b>	Bridge Capital Holdings, Experian Ventures, Nordmark Group	MasterCard

# 17 Healthcare companies IPO but only two make the Top 5

## Top 5 IPOs of Q2'20

Company	Valuation	Last round	Verticals	Select prior investors
<b>1</b> Royalty Pharma New York, NY	\$9.9bn	Other	Financial Investment Firms & Funds	Quadrille Capital
<b>2</b> Vroom New York, NY	\$2.5bn	Series E+	Internet E-commerce Auto	General Catalyst, L Catterton, T. Rowe Price
<b>3</b> Agora Lab Santa Clara, CA	\$2.0bn	Series C	Mobile & Telecommunications Mobile Software & Services Conferencing & Communication	Coatue Management, GGV Capital, Tiger Global Management
<b>4</b> Inari Medical Irvine, CA	\$892m	Series C	<b>Healthcare</b> Medical Devices & Equipment Device Design & Manufacturing	U.S. Venture Partners, Versant Ventures
<b>5</b> Generation Bio Cambridge, MA	\$848m	Series C	<b>Healthcare</b> Drug Discovery	Atlas Venture, Fidelity Investments, Foresite Capital, T. Rowe Price

# Metros



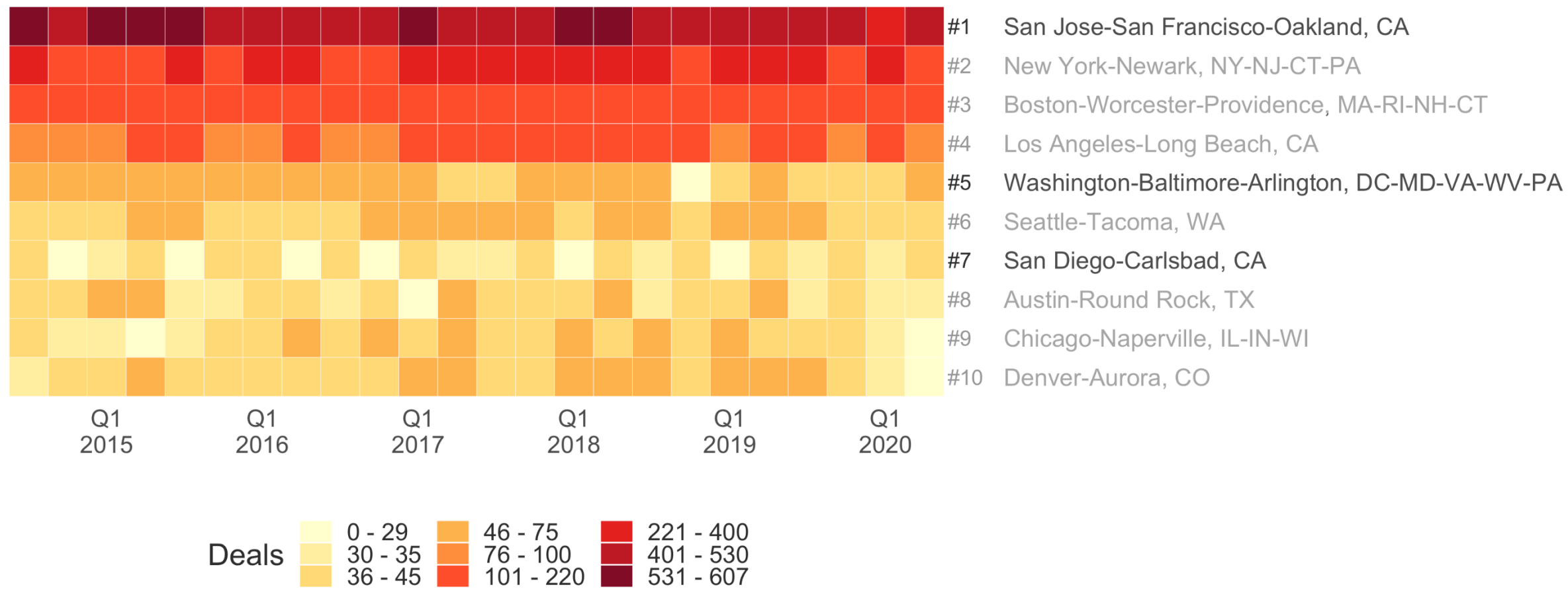


# Select metros see increased financing amid the pandemic

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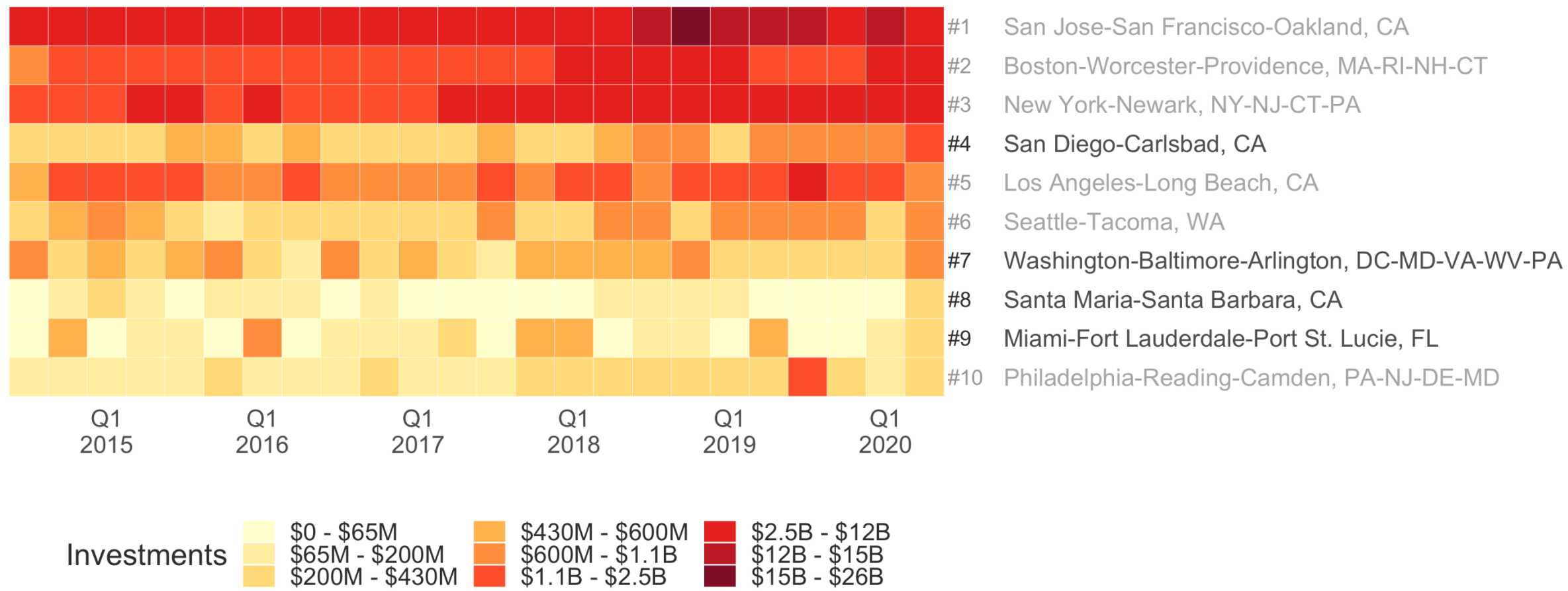
# Three metros materially increase deal activity in Q2'20

## Top 10 metros by deal activity



# San Diego and DC move up, Santa Maria and Miami join Top 10

## Top 10 Metros by investments

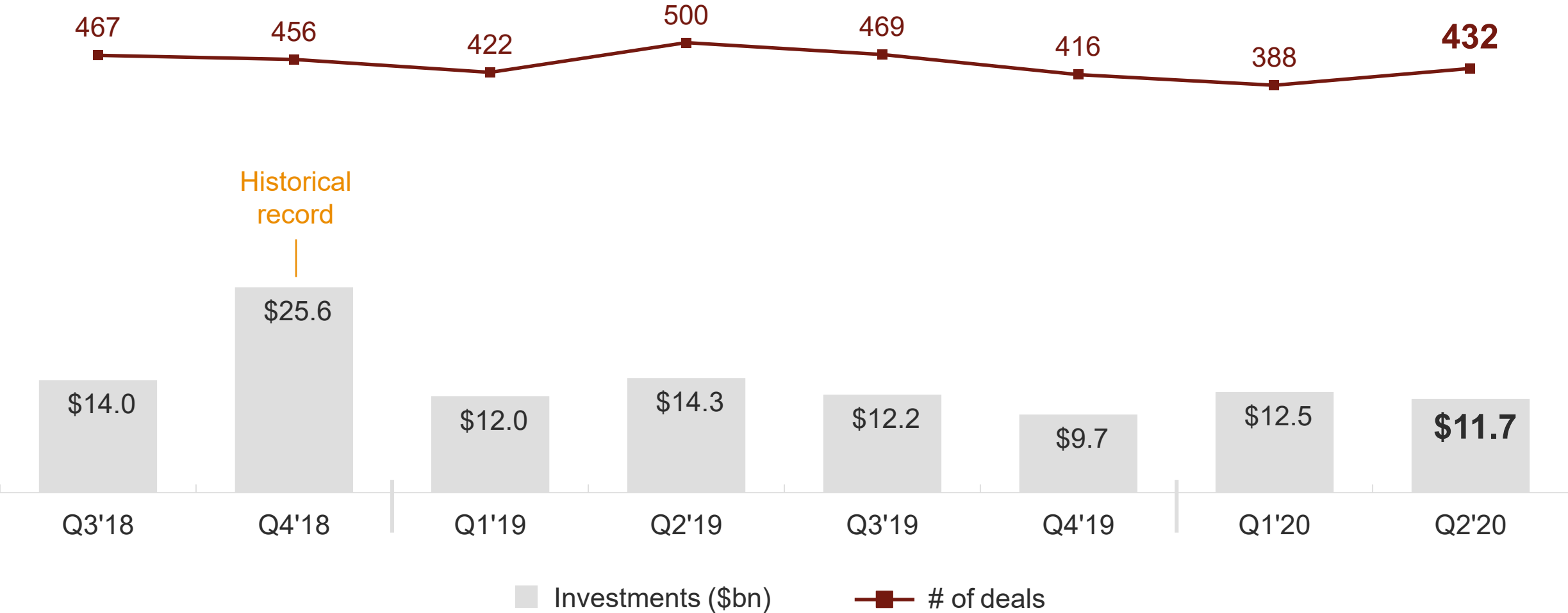


# Silicon Valley Metro

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# Silicon Valley deals rise despite a quarterly decline in funding

## Silicon Valley deals and dollars – Quarterly



# \$250m+ mega-rounds take place in Silicon Valley in Q2'20

## Top Silicon Valley deals – Q2'20

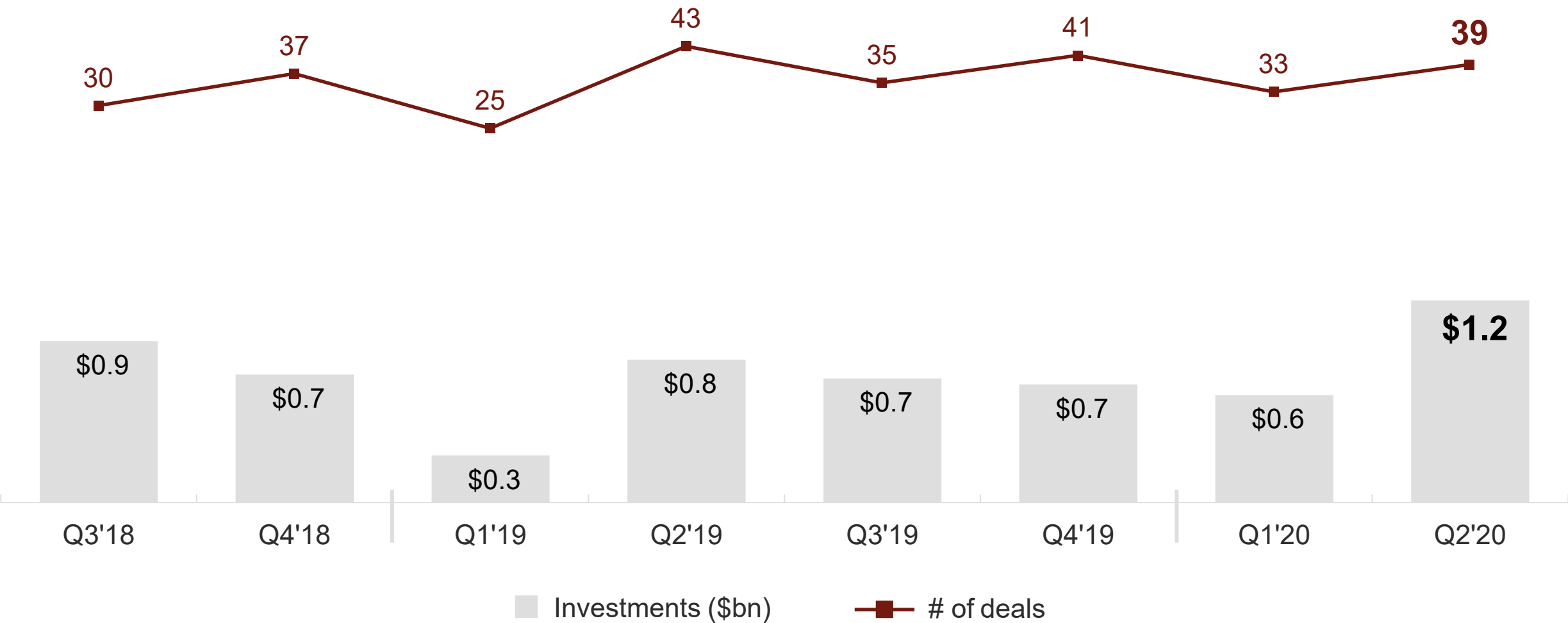
Company	Investment	Round	Select investors	Vertical
<b>1 Stripe</b> San Francisco, CA	<b>\$600m</b>	Series E+	Andreessen Horowitz, General Catalyst, Google Ventures, Sequoia Capital	Internet Software & Services Payments
<b>2 Palantir Technologies</b> Palo Alto, CA	<b>\$500m</b>	Other	Sompo Japan Nipponkoa	Software (non-internet/mobile) Business Intelligence, Analytics & Performance Mgmt Software
<b>3 DoorDash</b> San Francisco, CA	<b>\$400m</b>	Series E+	Durable Capital Partners, Fidelity Investments, T. Rowe Price	Internet E-commerce Food & Grocery
<b>4 Robinhood</b> Menlo Park, CA	<b>\$280m</b>	Series E+	New Enterprise Associates, Ribbit Capital, Sequoia Capital, Unusual Ventures	Mobile & Telecommunications Mobile Software & Services Asset & Financial Management & Trading
<b>5 Pionyr Immunotherapeutics</b> South San Francisco, CA	<b>\$275m</b>	Other	Gilead Sciences	Healthcare Drug Discovery

# San Diego Metro

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# Funding and deal activity rise in San Diego Metro in Q2'20

## San Diego Metro deals and dollars – Quarterly





# Healthcare startups dominate in San Diego Metro

## Top 5 San Diego Metro deals – Q2'20

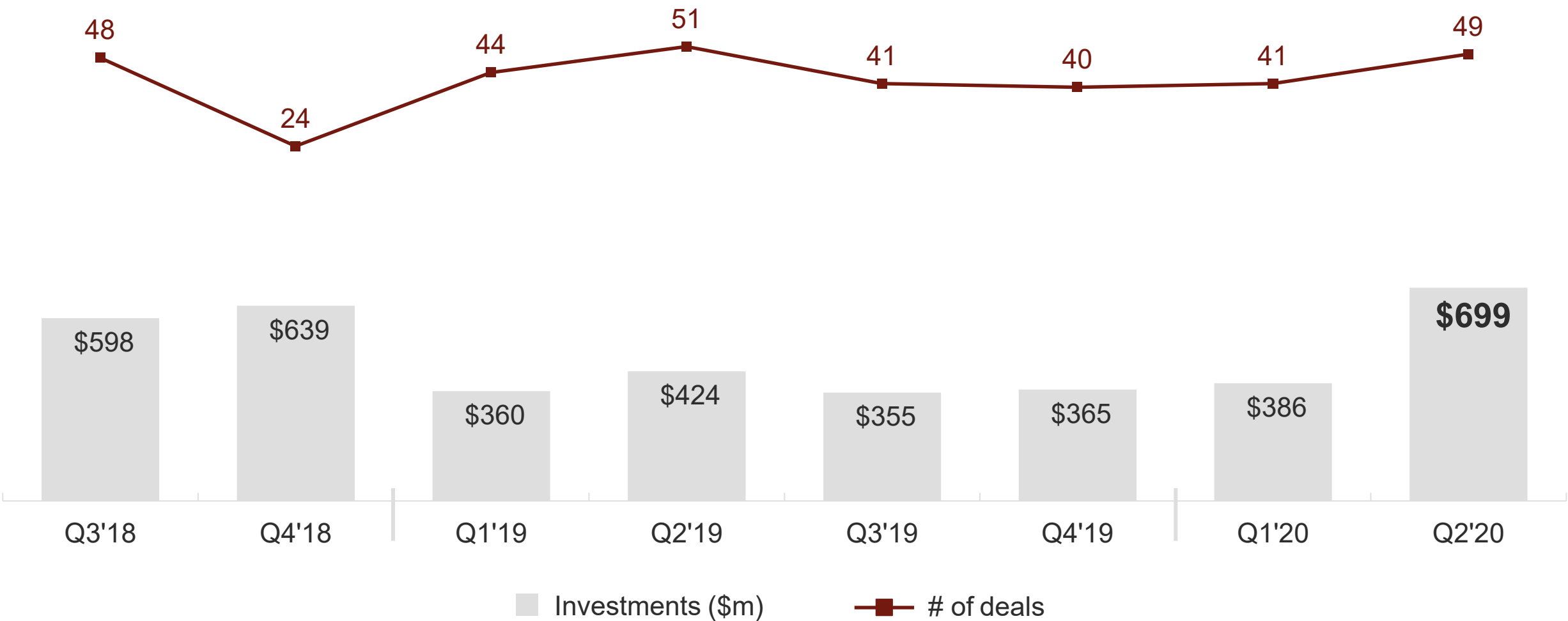
Company	Investment	Round	Select investors	Vertical
<b>1 Erasca</b> San Diego, CA	<b>\$200m</b>	Series B	ARCH Venture Partners, LifeSci Venture Partners, Terra Magnum Capital Partners	<b>Healthcare</b> Drug Discovery
<b>2 Poseida Therapeutics</b> San Diego, CA	<b>\$110m</b>	Series D	Adage Capital Management, Fidelity Investments, Schonfeld Strategic Advisors	<b>Healthcare</b> Biotechnology
<b>3 Cue Health</b> San Diego, CA	<b>\$100m</b>	Series C	CAVU Venture Partners, Decheng Capital, Foresite Capital, Johnson & Johnson Innovation	Mobile & Telecommunications Mobile Software & Services <b>Healthcare</b>
<b>4 Artiva Biotherapeutics</b> San Diego, CA	<b>\$78m</b>	Series A	GC Pharma, Green Cross LabCell, RA Capital Management, venBIO	<b>Healthcare</b> Biotechnology
<b>5 Autobahn Therapeutics</b> San Diego, CA	<b>\$76m</b>	Series B	ARCH Venture Partners, Biogen IDEC, Bristol-Myers Squibb, Pfizer Venture Investments	<b>Healthcare</b> Biotechnology

# Washington DC Metro

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# Washington DC Metro funding hits 8-quarter high in Q2'20

Washington DC Metro deals and dollars – Quarterly



# Three top Washington DC Metro deals go to Healthcare startups

## Top 5 Washington DC Metro deals – Q2'20

Company	Investment	Round	Select investors	Vertical
<b>1</b> <b>Pie Insurance</b> Washington, DC	<b>\$127m</b>	Series B	Aspect Ventures, Greycroft, Sirius International Insurance Group, SVB Capital	Internet Internet Software & Services Accounting & Finance
<b>2</b> <b>Aledade</b> Bethesda, MD	<b>\$64m</b>	Series C	California Medical Association, Google Ventures, OMERS Private Equity	<b>Healthcare</b> Medical Facilities & Services Medical Practice Management & Services
<b>2</b> <b>Somatus</b> McLean, VA	<b>\$64m</b>	Series C	Deerfield Management, Optum Ventures, Town Hall Ventures	<b>Healthcare</b> Medical Facilities & Services Home Healthcare
<b>4</b> <b>Immunomic Therapeutics</b> Rockville, MD	<b>\$61m</b>	Other	HLB	<b>Healthcare</b> Pharmaceuticals / Drugs
<b>5</b> <b>Expel</b> Herndon, VA	<b>\$50m</b>	Series D	CapitalG, Greycroft, Index Ventures, Paladin Capital Group	Software (non-internet/mobile) Security Software

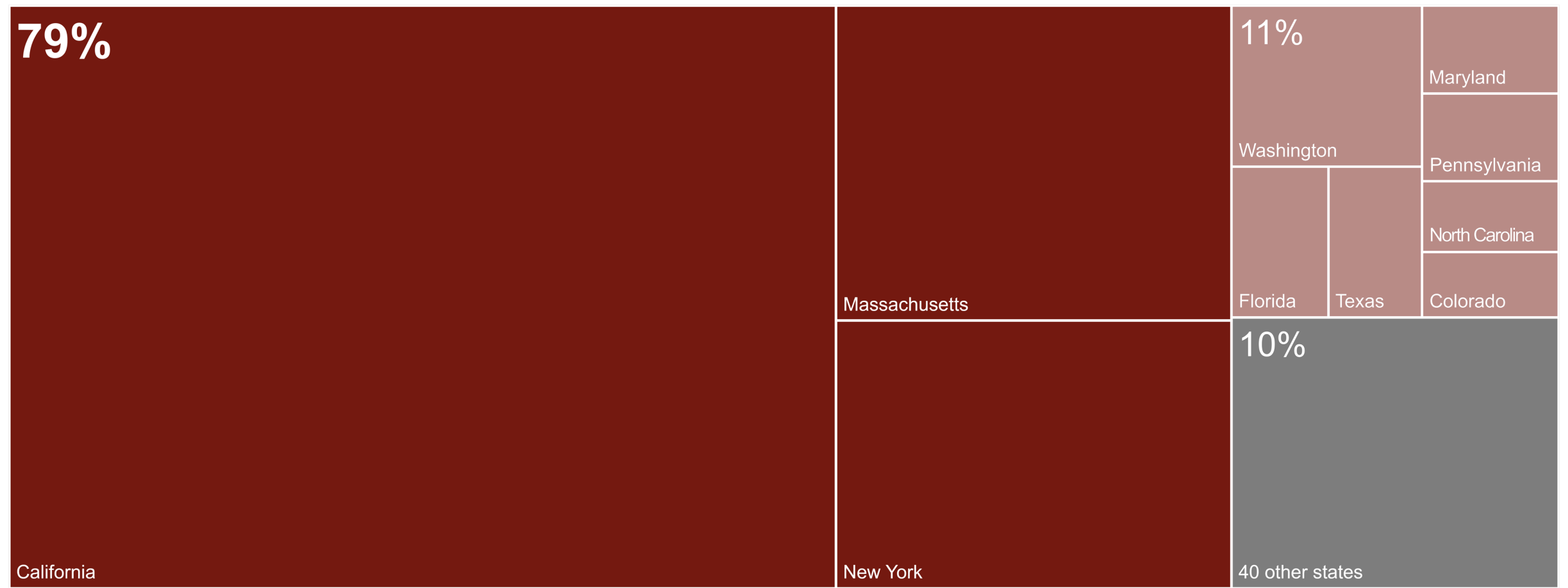
# States



# Startups in the top three states raised 79% of US investments in Q2'20



# Top 10 states capture nine of every ten dollars invested in Q2'20



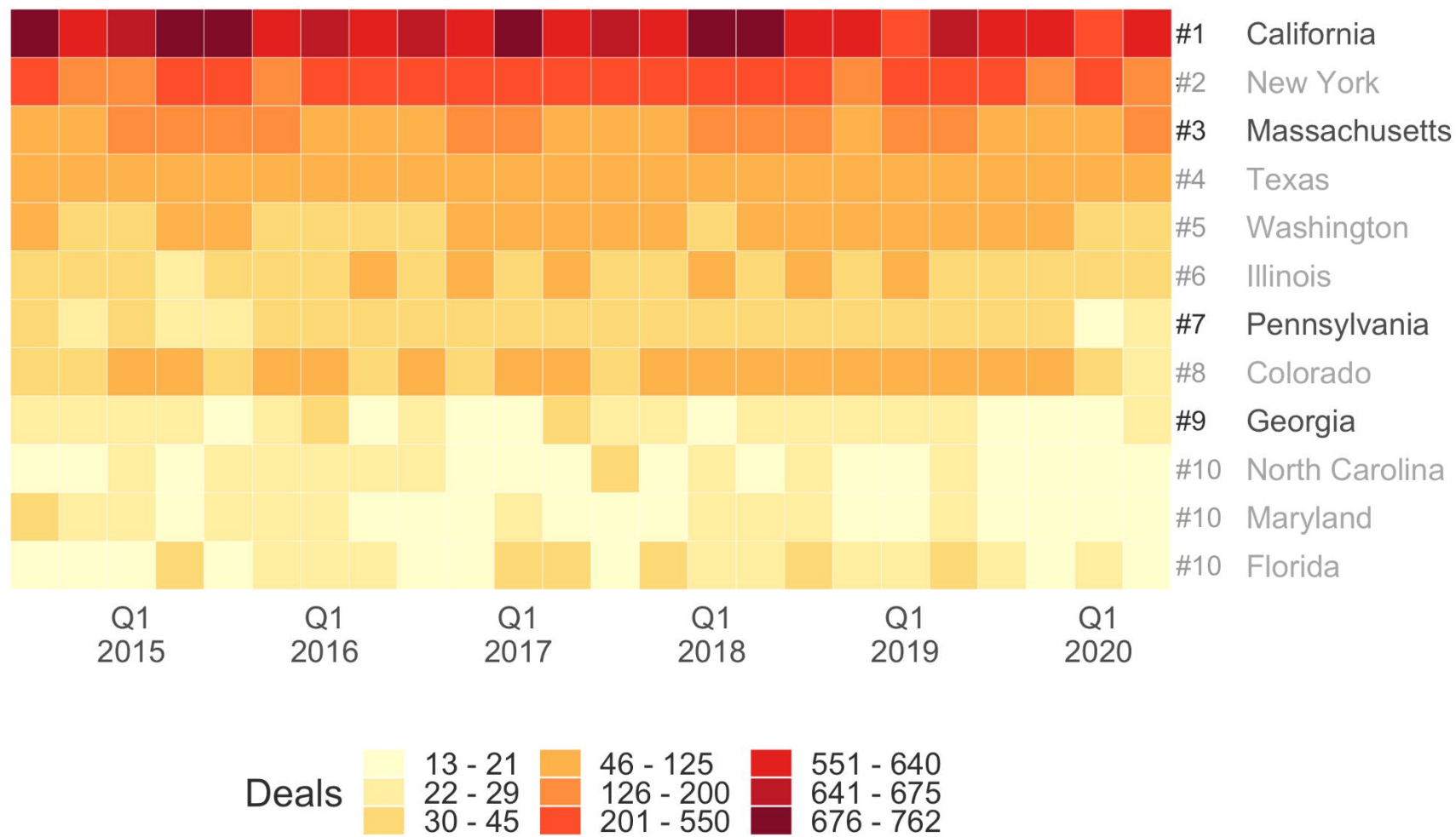
# Financing softens across most of the top states this quarter

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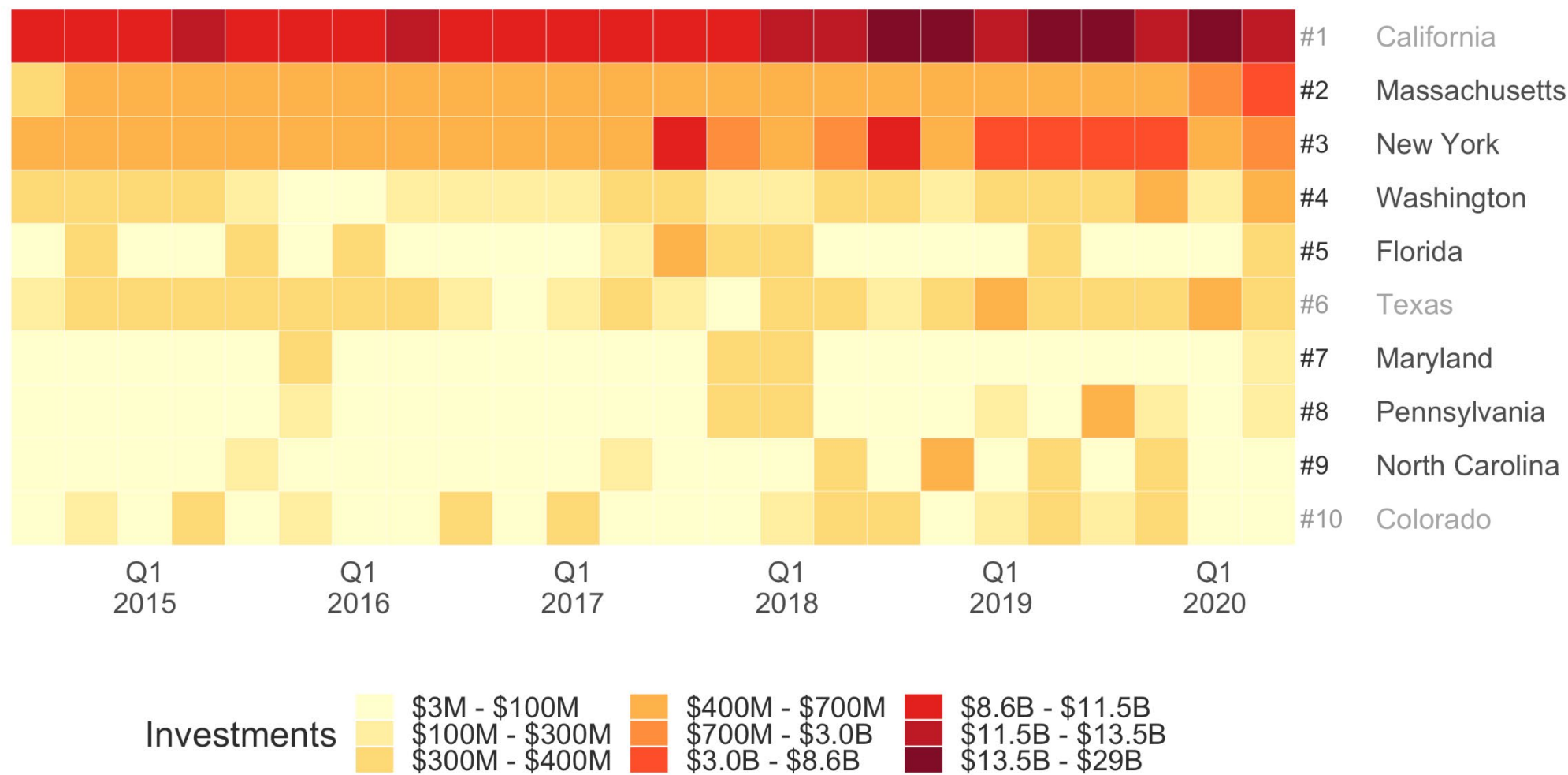
# Only four Top 10 states see increased deal activity in Q2'20

## Top 10 states by deal activity



# However most Top 10 states see increased investments in Q2'20

## Top 10 states by investments

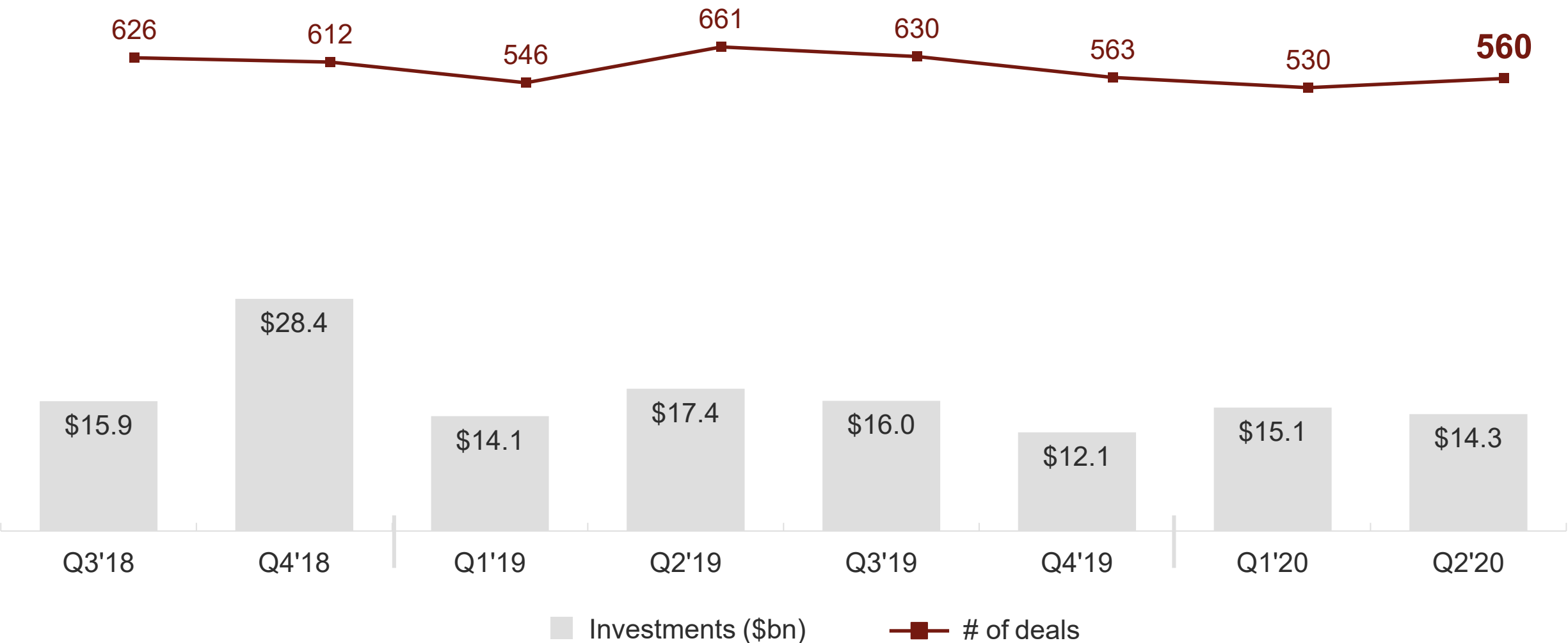


# California State

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# California quarterly deal volume rises 6% in Q2'20

## California deals and dollars – Quarterly



# Late-stage startups win funding in California

## Top 5 California deals – Q2'20

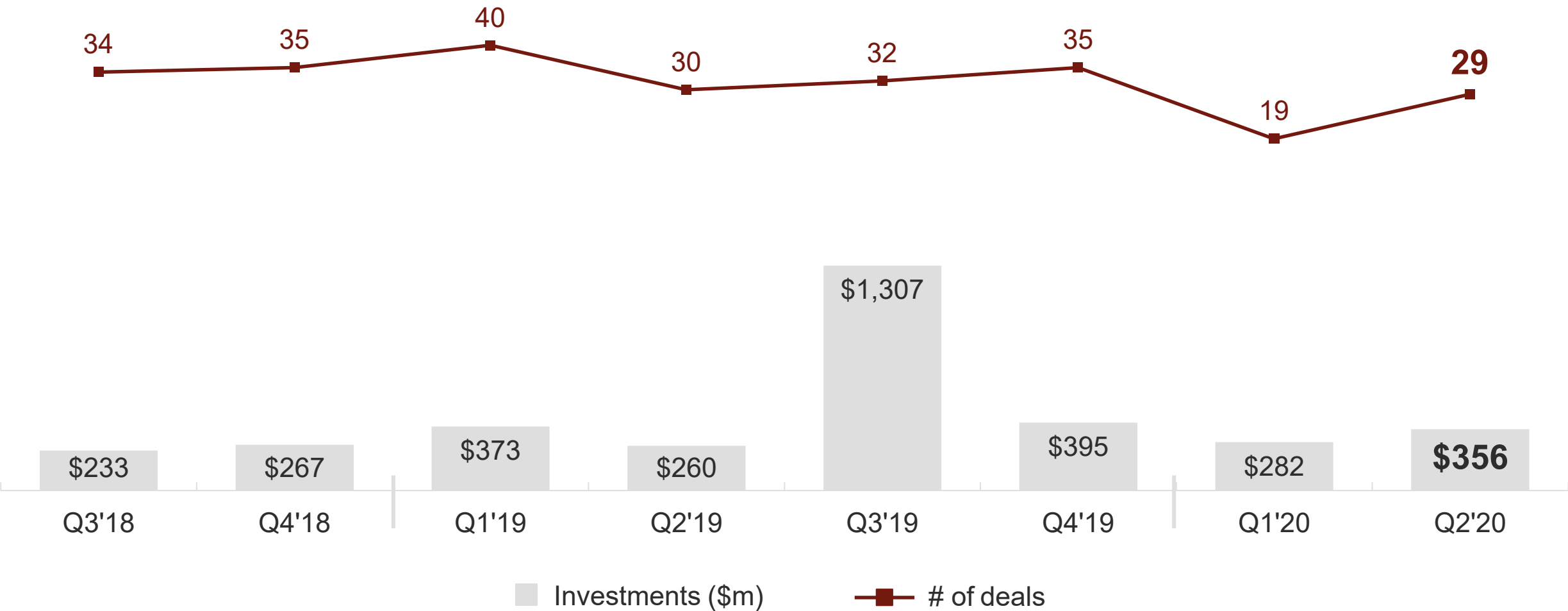
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<b>4 Robinhood</b> Menlo Park, CA	<b>\$280m</b>	<b>Series E+</b>	9yards capital, New Enterprise Associates, Ribbit Capital, Sequoia Capital, Unusual Ventures	Mobile & Telecommunications Mobile Software & Services Asset & Financial Mgmt & Trading
<b>5 Pionyr Immunotherapeutics</b> South San Francisco, CA	<b>\$275m</b>	Other	Gilead Sciences	Healthcare Drug Discovery

# Pennsylvania State

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# Pennsylvania financing rebounds in Q2'20

Pennsylvania deals and dollars – Quarterly



# Q2'20 sees Pennsylvania healthcare startups raise top funding

## Top 5 Pennsylvania deals – Q2'20

Company	Investment	Round	Select investors	Vertical
<b>1</b> <b>SwanBio Therapeutics</b> Bala Cynwyd, PA	<b>\$52m</b>	Series A	Partners Innovation Fund, Syncona Partners	<b>Healthcare</b> Drug Development
<b>2</b> <b>Renmatix</b> King Of Prussia, PA	<b>\$49m</b>	Series E+	BASF Venture Capital, Kleiner Perkins Caufield & Byers	Energy & Utilities Renewables Bio-energy
<b>3</b> <b>Palvella Therapeutics</b> Wayne, PA	<b>\$45m</b>	Series C	Adams Street Partners, BVF Partners, Samsara BioCapital	<b>Healthcare</b> Biotechnology
<b>4</b> <b>Centinel Spine</b> West Chester, PA	<b>\$41m</b>	Other	Viscogliosi Brothers	<b>Healthcare</b> Medical Devices & Equipment Prosthetics
<b>5</b> <b>Niche.com</b> Pittsburgh, PA	<b>\$35m</b>	Series C	Allen & Company, Radian Capital, Salesforce Ventures	Internet Internet Software & Services Information Providers & Portals

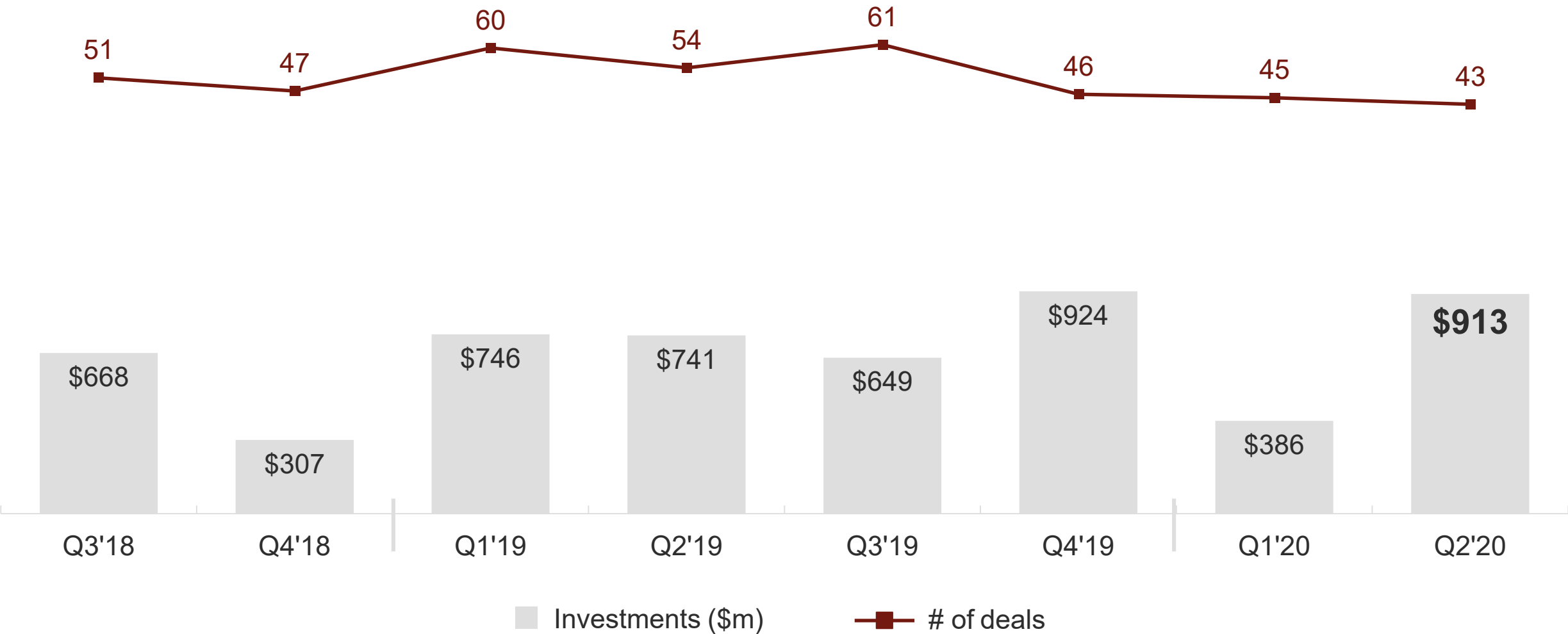


# Washington State

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# Washington quarterly funding jumps 136% in Q2'20

Washington deals and dollars – Quarterly



# A Washington healthcare startup raises a large mega-round

## Top 5 Washington deals – Q2'20

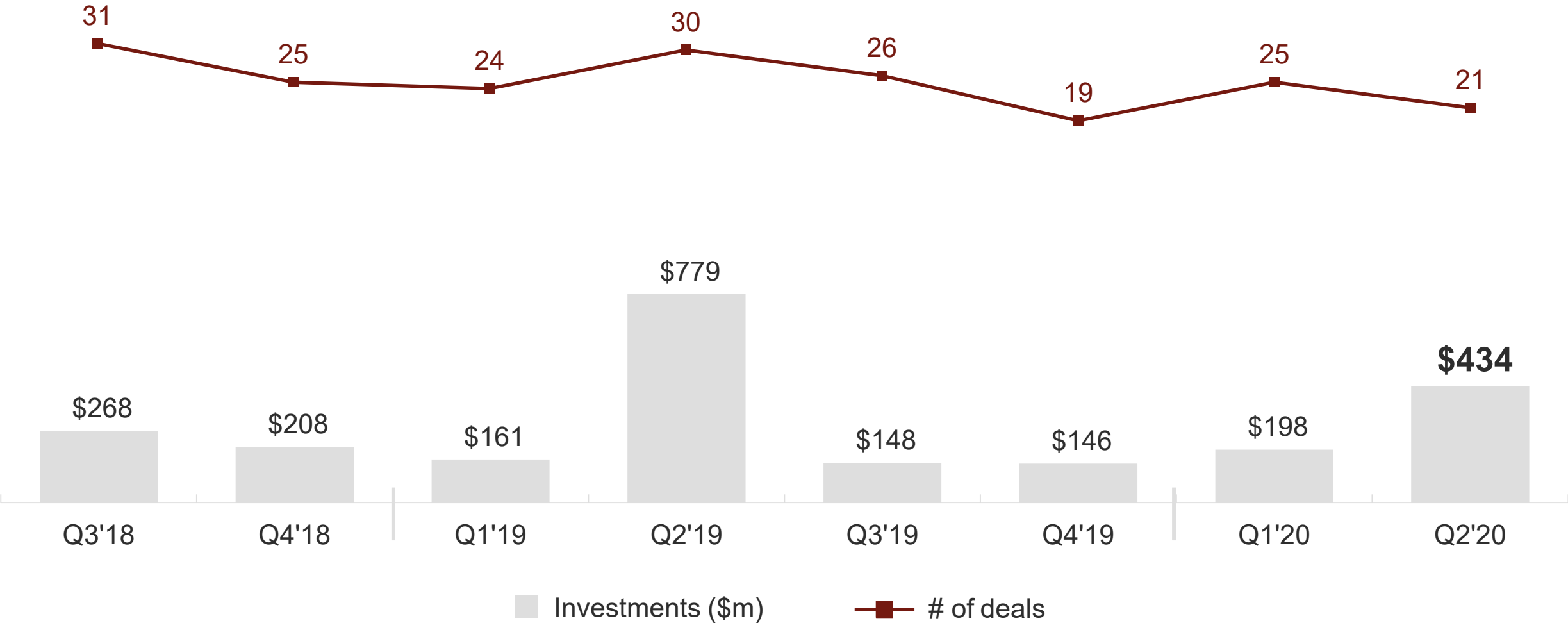
Company	Investment	Round	Select investors	Vertical
<b>1 Sana Biotechnology</b> Seattle, WA	<b>\$481m</b>	Series A	Baillie Gifford & Co., Bezos Expeditions, Google Ventures	<b>Healthcare</b> Biotechnology
<b>2 Athira Pharma</b> Seattle, WA	<b>\$85m</b>	Series B	Franklin Templeton, Janus Henderson Investors, Venrock, Viking Global Investors	Healthcare Drug Development
<b>3 DefinedCrowd</b> Seattle, WA	<b>\$51m</b>	Series B	Bynd Venture Capital, EDP Ventures, Evolution Equity Partners, Hermes GPE	Internet Internet Software & Services Scientific, Engineering
<b>4 Outreach</b> Seattle, WA	<b>\$50m</b>	Series E+	Lone Pine Capital, Mayfield Fund, Meritech Capital Partners, Salesforce Ventures	Internet Internet & Software Services Business Intelligence, Analytics & Performance Mgmt
<b>5 Avalyn Pharma</b> Seattle, WA	<b>\$36m</b>	Series B	Deerfield Management, F-Prime Capital, Norwest Venture Partners, Novo Holdings	Healthcare Drug Development

# Florida State

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# \$350m mega-round drives rise in Florida funding

## Florida deals and dollars – Quarterly



# Magic Leap raises Florida's top deal in Q2'20

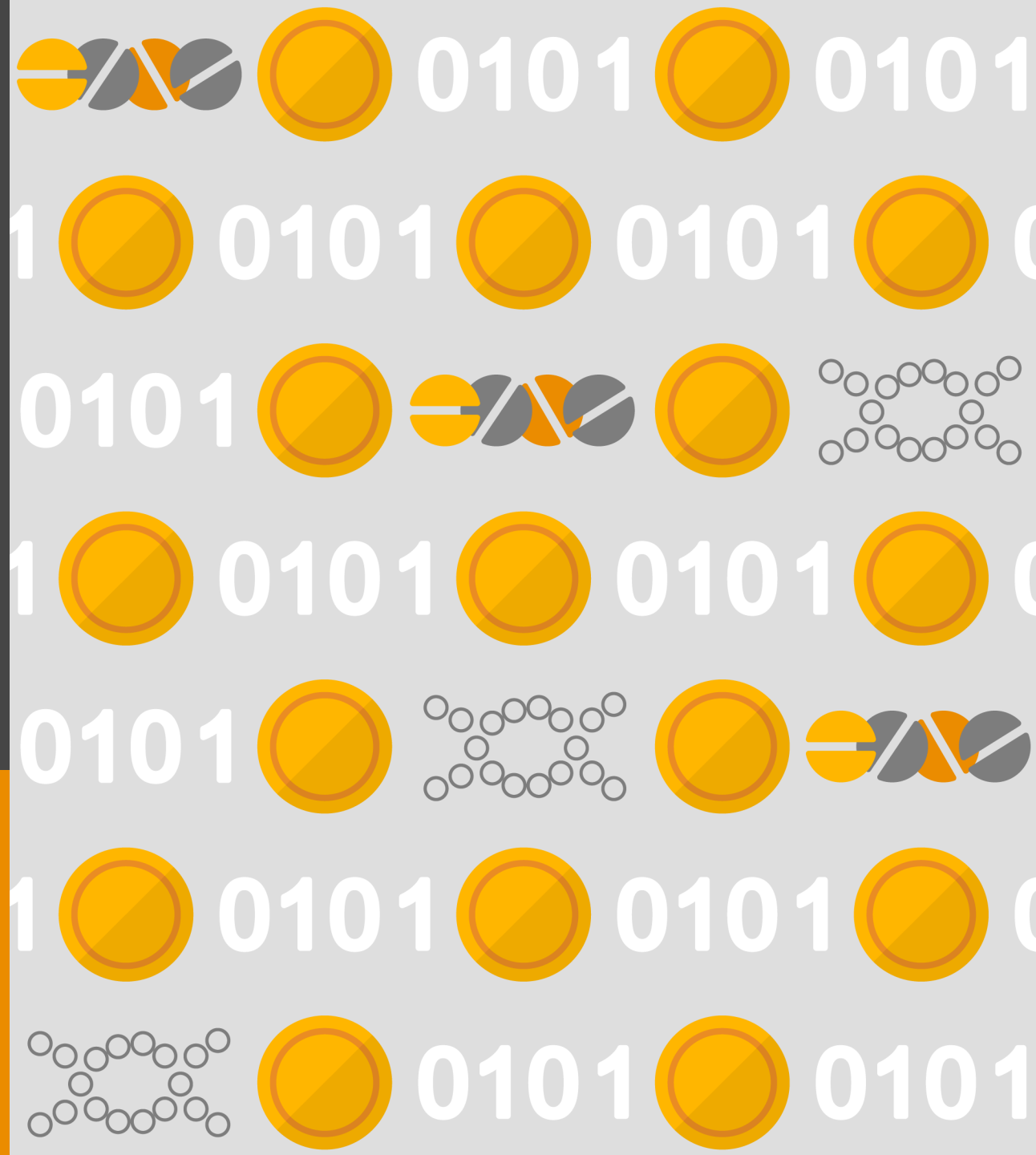
## Top 5 Florida deals – Q2'20

Company	Investment	Round	Select investors	Vertical
<b>1</b> <b>Magic Leap</b> Plantation, FL	<b>\$350m</b>	Other	Undisclosed Investor(s)	Software (non-internet/mobile) Scientific, Engineering Software
<b>2</b> <b>Sadow</b> Boca Raton, FL	<b>\$29m</b>	Other	Archer Venture Partners, Bain Capital Ventures	Media (Traditional) Publishing
<b>3</b> <b>ObvioHealth</b> Orlando, FL	<b>\$17m</b>	Series B	TKS 1	Internet Internet & Software Services Healthcare
<b>4</b> <b>NYMBUS</b> Miami Beach, FL	<b>\$12m</b>	Series C	Insight Partners, Vensure Enterprises	Internet Internet & Software Services Web Development
<b>5</b> <b>HealthCare.com</b> Miami, FL	<b>\$5m</b>	Other	Undisclosed Investor(s)	Internet E-commerce Comparison Shopping

# Emerging areas



Source: PwC/CB Insights MoneyTree™ Report Q2 2020



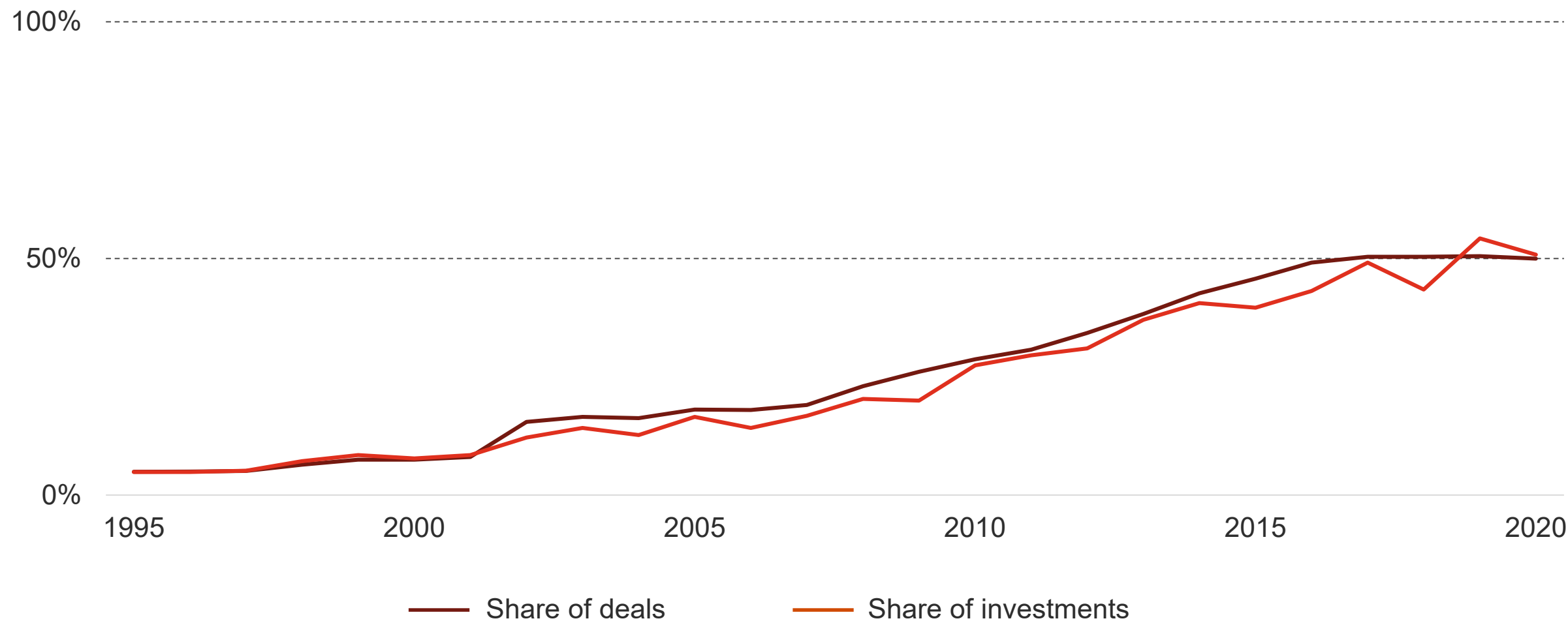
# How much are emerging areas disrupting venture financing?

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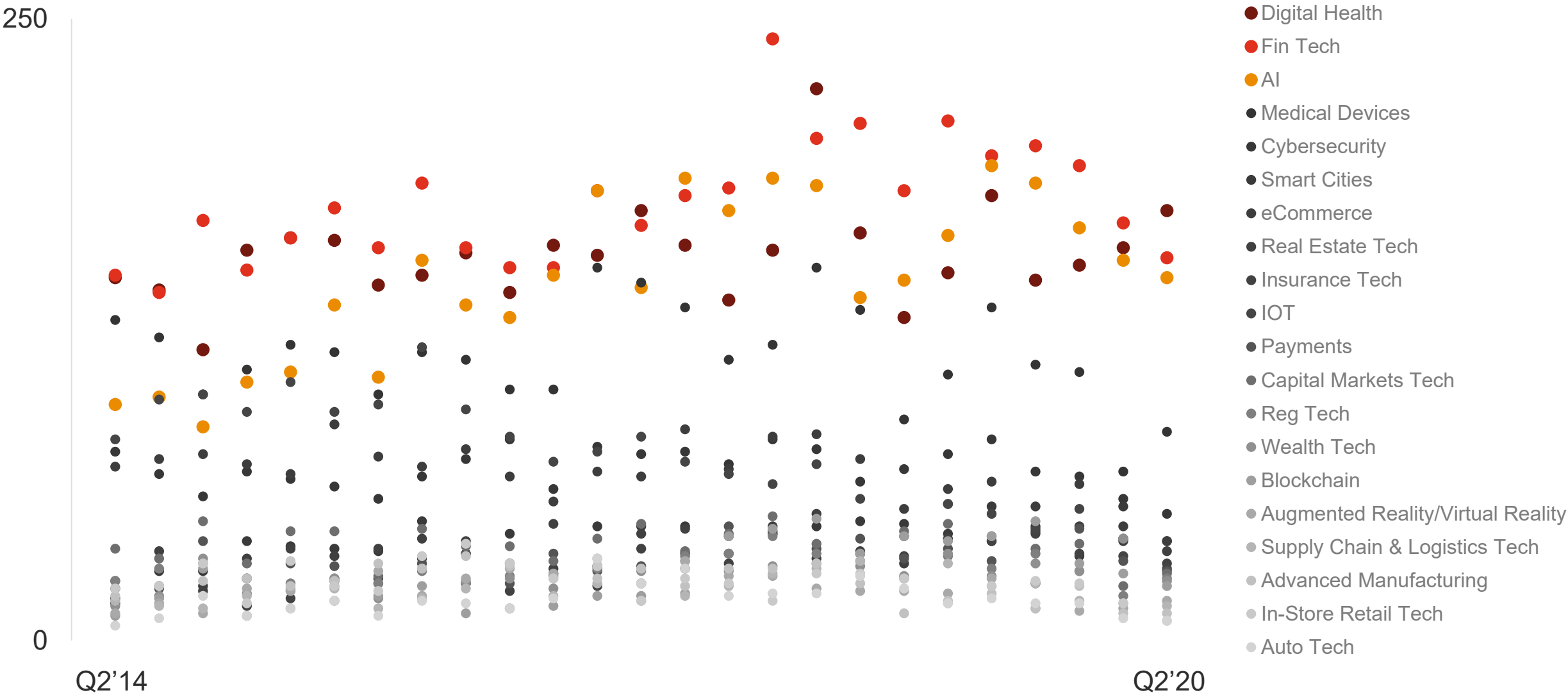


# Emerging areas now get majority of venture financing

## Top 20 emerging areas – Financing share

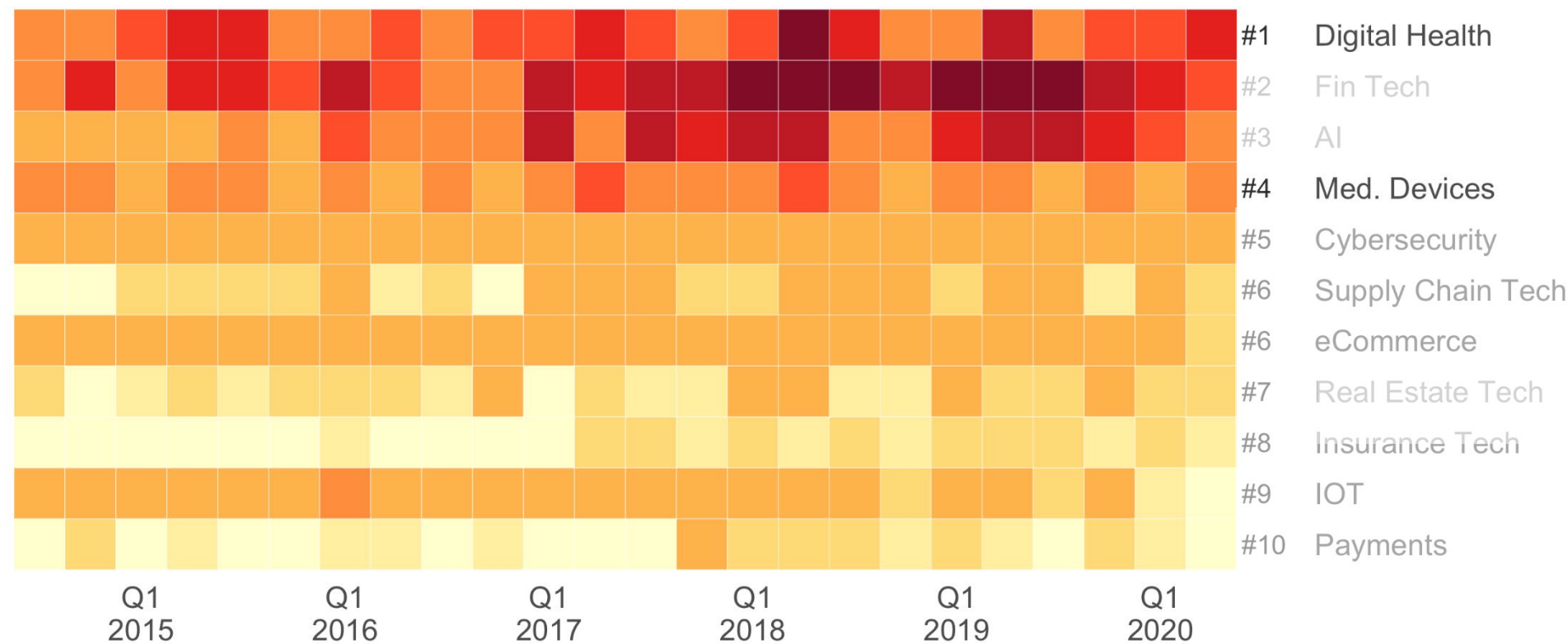


# Three emerging areas dominate deal activity among the Top 20



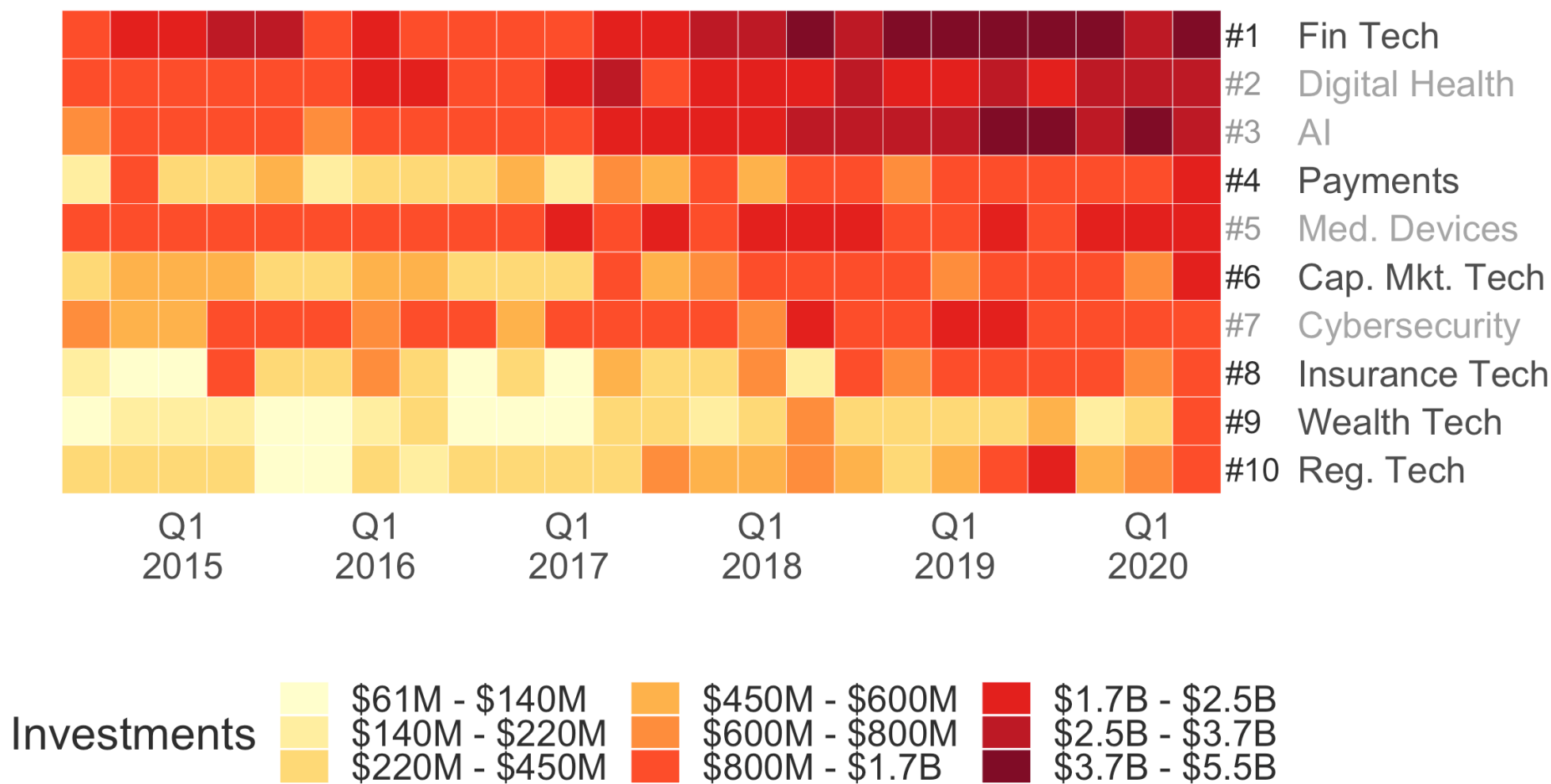
# Two emerging areas see increase in deals in Q2'20

## Top 10 emerging areas by deal activity



# Six emerging areas materially increase investments in Q2'20

## Top 10 emerging areas by investments



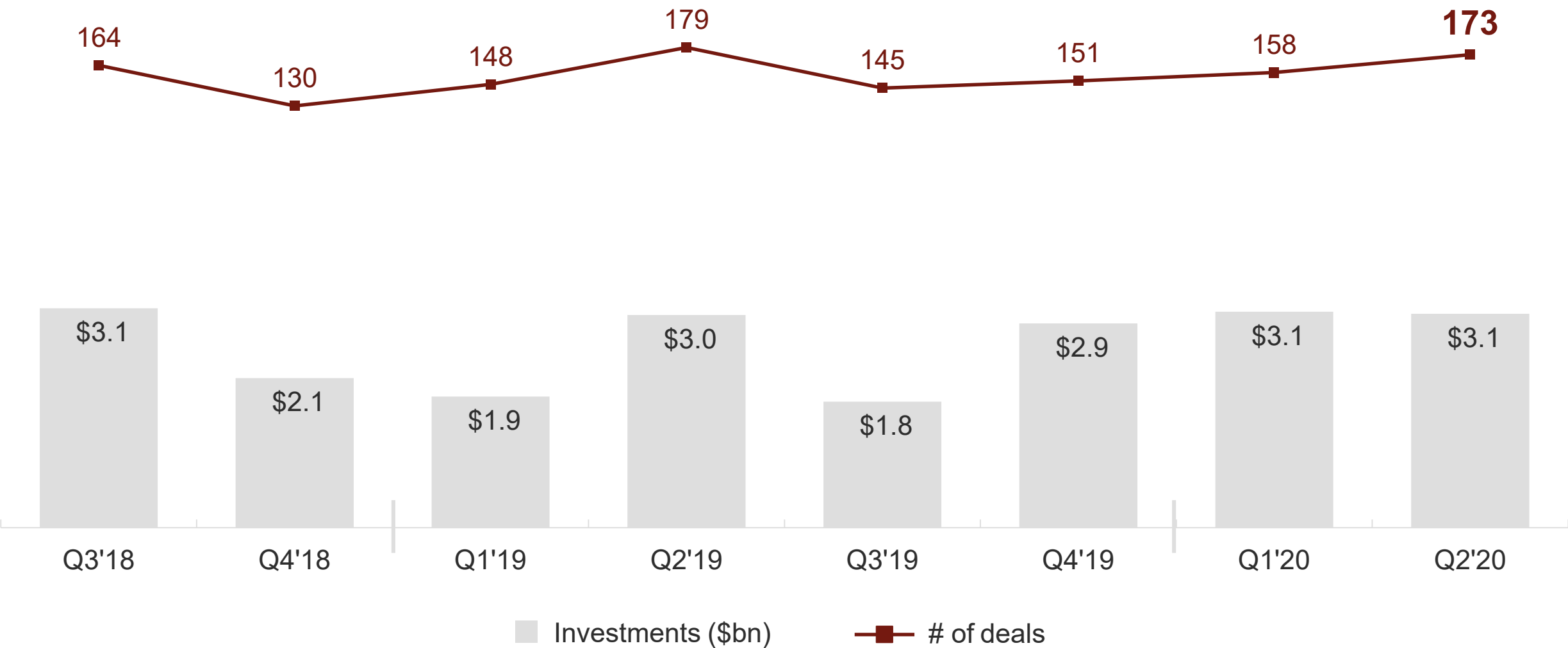
# Digital Health emerging area

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# Digital Health deal activity rises in Q2'20

Digital Health deals and dollars – Quarterly



# Expansion-stage Digital Health startups raise \$613m+

## Top Digital Health deals – Q2'20

Company	Investment	Round	Select investors	Vertical
<b>1</b> <b>Oscar Health</b> New York, NY	<b>\$225m</b>	Series E	Khosla Ventures, General Catalyst, Thrive Capital, Coatue Management	Internet Internet & Software Services Health & Wellness
<b>2</b> <b>Insitro</b> South San Francisco, CA	<b>\$143m</b>	Series B	Google Ventures, Andreessen Horowitz, ARCH Venture Partners, T. Rowe Price	Software (non-internet/mobile) Healthcare Software
<b>3</b> <b>DispatchHealth</b> Denver, CO	<b>\$136m</b>	Series C	Alta Partners, Humana, Oak HC/FT Partners, Optum Ventures	Mobile & Telecommunications Mobile Software & Services Health & Wellness
<b>4</b> <b>AmWell</b> Boston, MA	<b>\$134m</b>	Series C	Takeda Pharmaceutical, Allianz X	Internet Internet & Software Services Healthcare
<b>5</b> <b>Cue Health</b> San Diego, CA	<b>\$100m</b>	Series C	Madrone Capital Partners, Johnson & Johnson Innovation	Internet Internet & Software Services Healthcare
<b>5</b> <b>Mindstrong</b> Mountain View, CA	<b>\$100m</b>	Series C	Bezos Expeditions, General Catalyst, ARCH Venture Partners	Mobile & Telecommunications Mobile Software & Services Healthcare
<b>5</b> <b>DNAexus</b> Mountain View, CA	<b>\$100m</b>	Series E+	First Round Capital, Foresite Capital, Google Ventures	Internet Internet & Software Services Healthcare

# Medical Devices emerging area

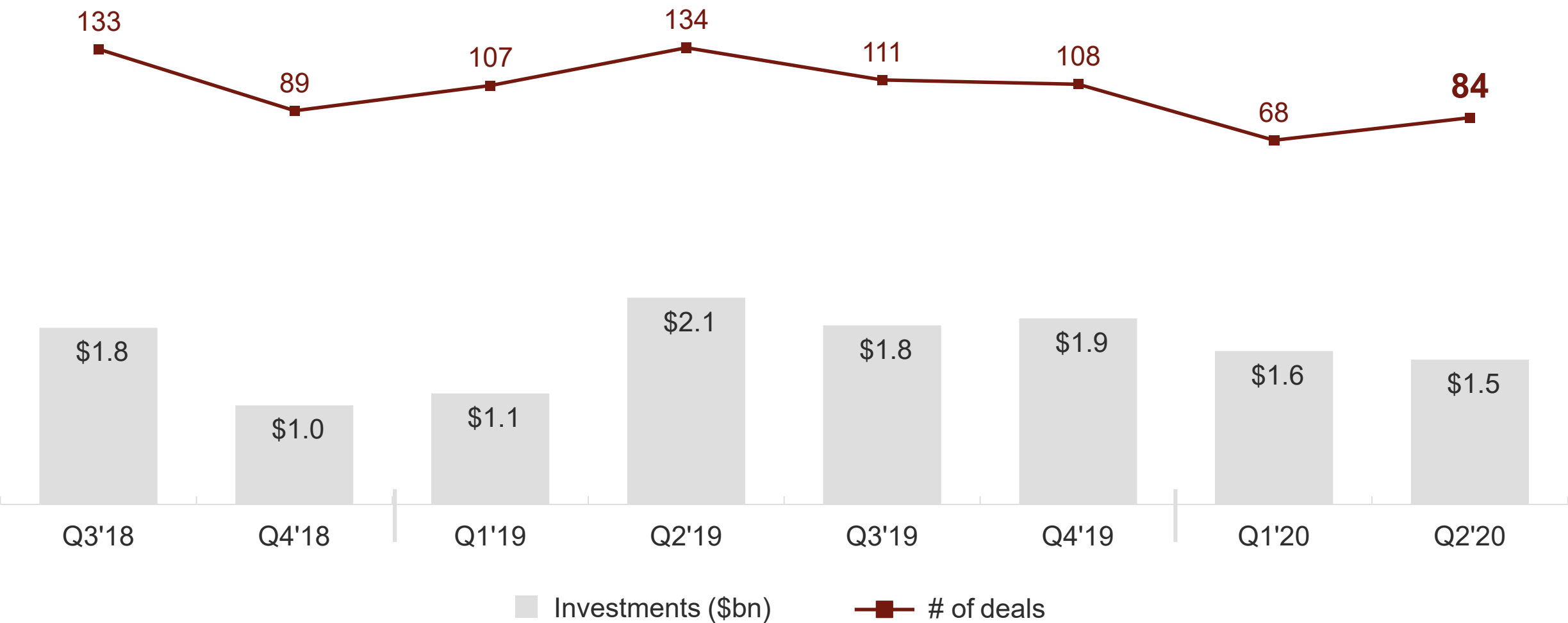
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# Medical Devices space sees deal activity increase in Q2'20

Medical Devices deals and dollars – Quarterly



# Top 5 deals account for 30% of Medical Devices funding in Q2'20

## Top Medical Devices deals – Q2'20

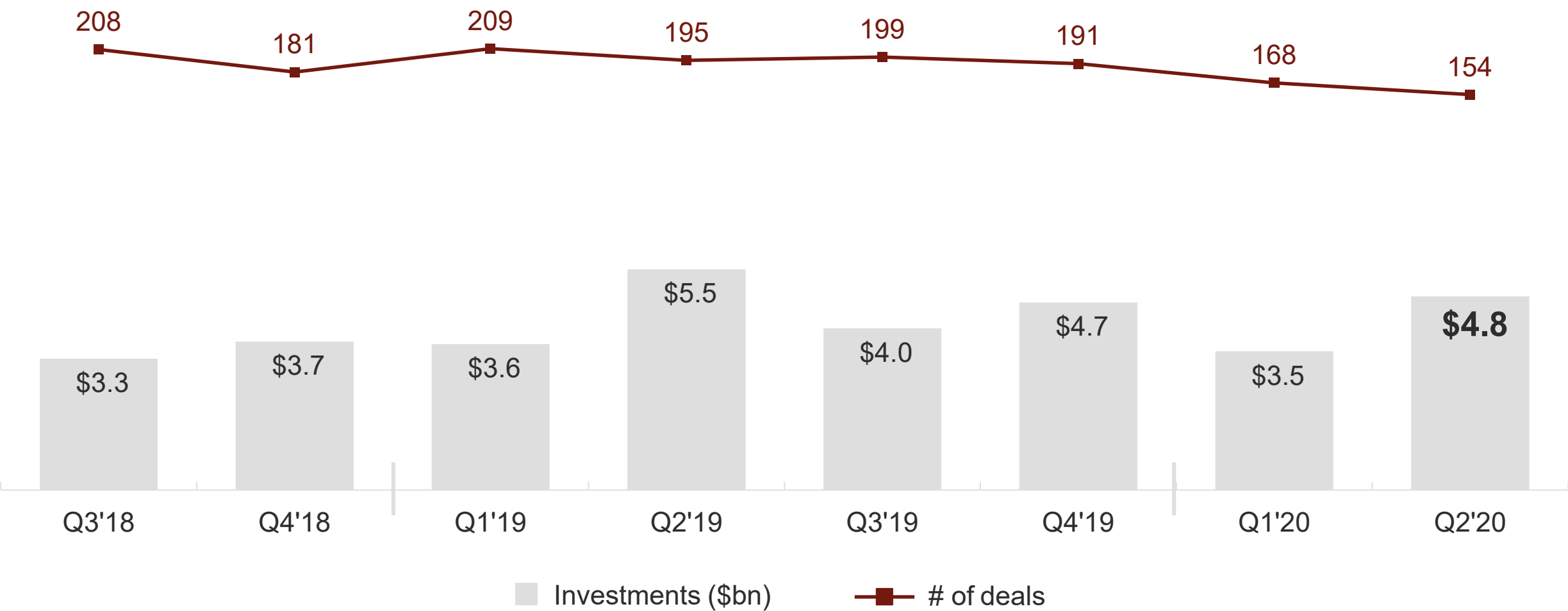
Company	Investment	Round	Select investors	Vertical
<b>1 RefleXion Medical</b> Hayward, CA	<b>\$100m</b>	Series D	Venrock, De Novo Ventures, T. Rowe Price, Pfizer Venture Investments	Healthcare Medical Devices & Equipment Therapeutic Devices
<b>1 Mindstrong</b> Mountain View, CA	<b>\$100m</b>	Series C	Bezos Expeditions, General Catalyst, ARCH Venture Partners	Mobile & Telecommunications Mobile Software & Services Healthcare
<b>1 Goldfinch Bio</b> Cambridge, MA	<b>\$100m</b>	Series B	BlackRock, Gilead Sciences, Wellington Management, Undisclosed Investor(s)	Healthcare Disease Diagnosis
<b>4 Visby Medical</b> San Jose, CA	<b>\$70m</b>	Other	John Doerr, Pitango Venture Capital, Cedars-Sinai Medical Center	Healthcare Medical Devices & Equipment
<b>5 PulmonX</b> New York, NY	<b>\$66m</b>	Series E+	Adage Capital Management, Ally Bridge Group, Rock Springs Capital, Undisclosed Investor(s)	Mobile & Telecommunications Mobile Software & Services Healthcare

# Fin Tech emerging area

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# Fin Tech funding climbs 40% in Q2'20

Fin Tech deals and dollars – Quarterly



# Late-stage startups dominate top deals in Fin Tech

## Top Fin Tech deals – Q2'20

Company	Investment	Round	Select investors	Vertical
<b>1 Stripe</b> San Francisco, CA	<b>\$600m</b>	<b>Series E+</b>	Google Ventures, Sequoia Capital, General Catalyst, Andreessen Horowitz	Internet Internet Software & Services Payments
<b>2 Robinhood</b> Menlo Park, CA	<b>\$280m</b>	<b>Series E+</b>	9yards capital, New Enterprise Associates, Ribbit Capital, Sequoia Capital, Unusual Ventures	Mobile & Telecommunications Mobile Software & Services Asset & Financial Mgmt & Trading
<b>3 Varo Money</b> San Francisco, CA	<b>\$241m</b>	<b>Series D</b>	HarbourVest Partners, Progressive, The Rise Fund, Gallatin Point Capital	Mobile & Telecommunications Mobile Software & Services Asset & Financial Mgmt & Trading
<b>4 Duck Creek Technologies</b> Boston, MA	<b>\$280m</b>	<b>Growth Equity</b>	Insight Partners, Temasek, Dragoneer Investment Group, Neuberger Berman	Internet Internet Software & Services Accounting & Finance
<b>5 Oscar Health</b> New York, NY	<b>\$225m</b>	<b>Series E+</b>	Khosla Ventures, General Catalyst, Thrive Capital, Coatue Management	Internet Internet & Software Services Health & Wellness

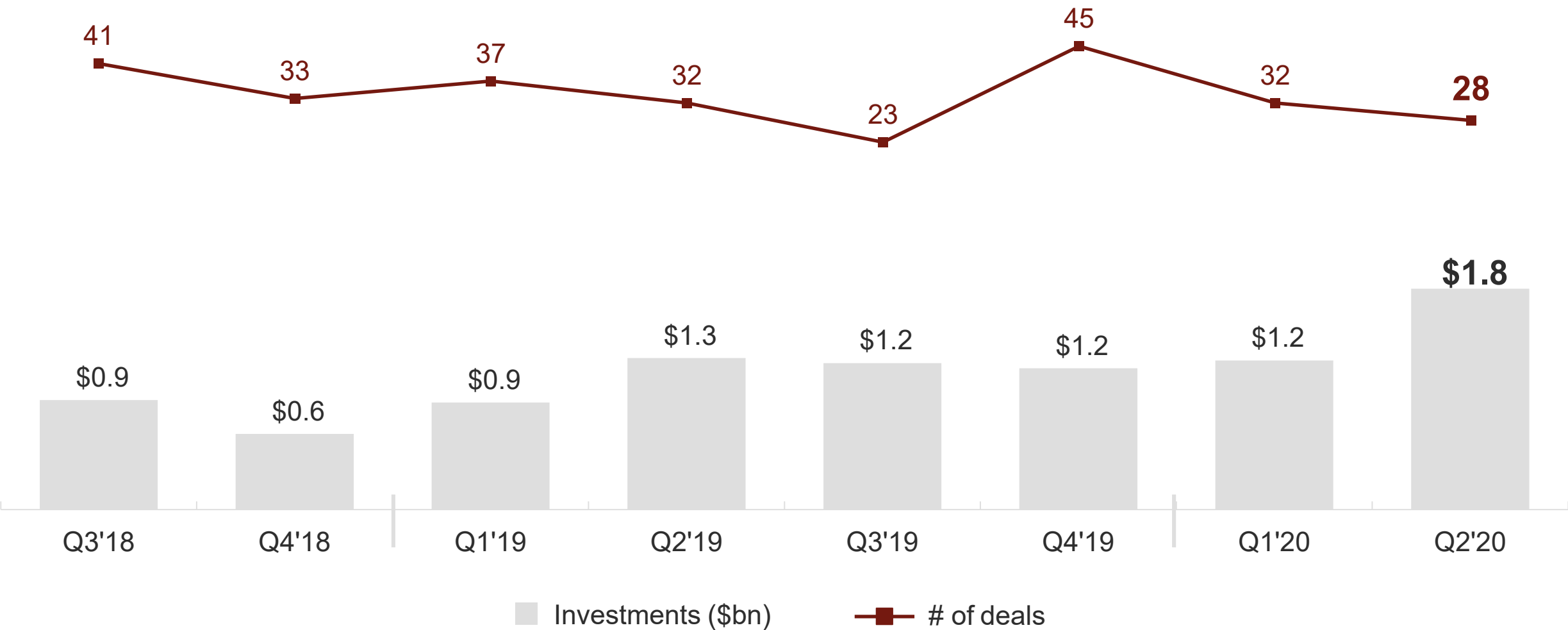
# Payments emerging area

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# Payments deals decline while funding rises in Q2'20

Payments deals and dollars – Quarterly



# Late-stage startups dominate top deals in Payments

## Top Payments deals – Q2'20

	Company	Investment	Round	Select investors	Vertical
1	<b>Stripe</b> San Francisco, CA	<b>\$600m</b>	<b>Series E+</b>	Google Ventures, Sequoia Capital, General Catalyst, Andreessen Horowitz	Internet Internet Software & Services Payments
2	<b>Varo Money</b> San Francisco, CA	<b>\$241m</b>	<b>Series D</b>	HarbourVest Partners, Progressive, The Rise Fund, Gallatin Point Capital	Mobile & Telecommunications Mobile Software & Services Asset & Financial Mgmt & Trading
3	<b>Brex</b> San Francisco, CA	<b>\$150m</b>	Series C	Lone Pine Capital, DST Global	Internet Internet Software & Services Payments
3	<b>Marqeta</b> Oakland, CA	<b>\$150m</b>	<b>Series E+</b>	Undisclosed Investor(s)	Internet E-commerce E-commerce Enablement
5	<b>AvidXchange</b> Charlotte, NC	<b>\$136m</b>	<b>Series E+</b>	Lone Pine Capital, MasterCard, Neuberger Berman, TSSP	Internet, Internet Software & Services Billing, Expense Mgmt & Procurement



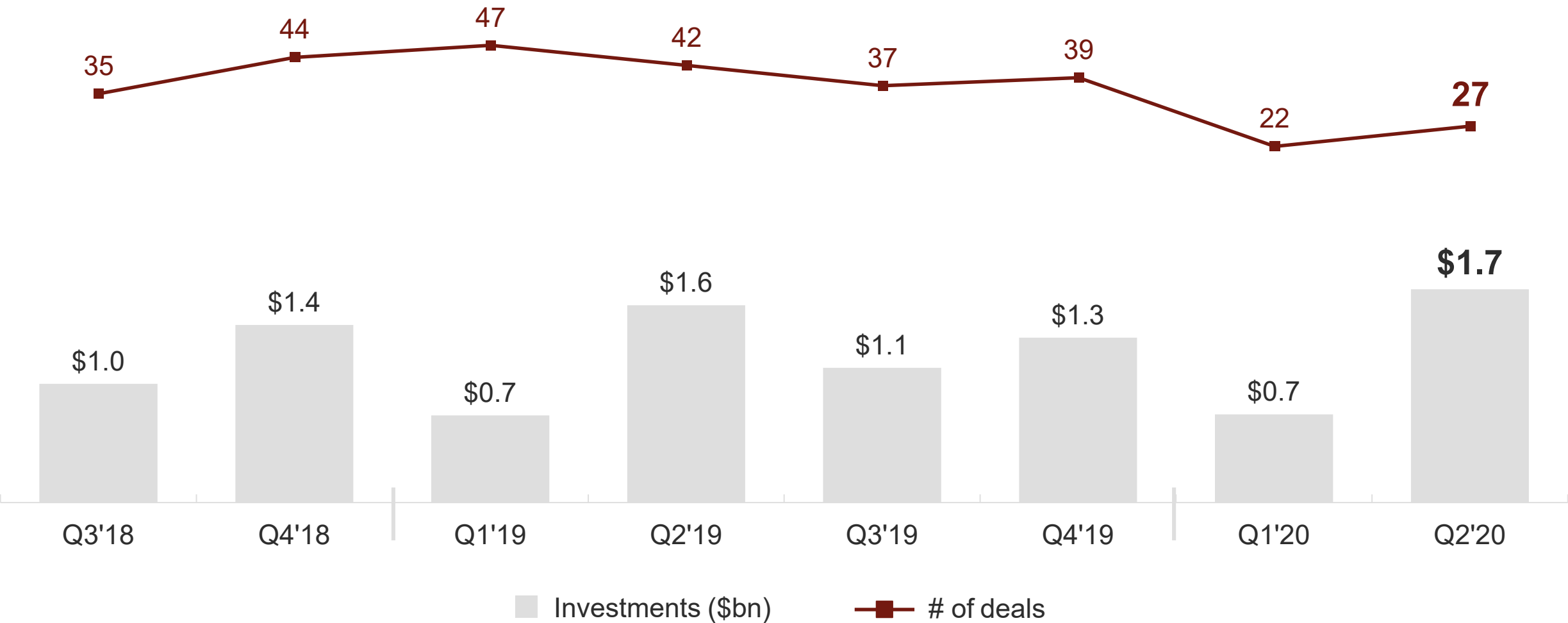
# Capital Markets Tech emerging area

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# Capital Markets Tech funding grows 143% upward in Q2'20

Capital Markets Tech deals and dollars – Quarterly



# Capital Markets Tech sees three \$200m mega-rounds in Q2'20

## Top Capital Markets Tech deals – Q2'20

Company	Investment	Round	Select investors	Vertical
<b>1 Robinhood</b> Menlo Park, CA	<b>\$430m</b>	Series E+	9yards capital, New Enterprise Associates, Ribbit Capital, Sequoia Capital, Unusual Ventures	Mobile & Telecommunications Mobile Software & Services Asset & Financial Mgmt & Trading
<b>2 Confluent</b> Mountain View, CA	<b>\$250m</b>	Series E+	Sequoia Capital, Index Ventures, Franklin Templeton, Altimeter Capital, Coatue Management	Internet Internet Software & Services Application & Data Integration
<b>3 Carta</b> San Francisco, CA	<b>\$210m</b>	Series E+	Lightspeed Venture Partners, Andreessen Horowitz, Montage Ventures, Tribe Capital	Internet Internet Software & Services Legal
<b>4 Aspiration</b> Marina Del Rey, CA	<b>\$135m</b>	Series C	UBS, SuRo Capital, Jeff Skoll, Pohlاد Family Companies, DNS Capital	Internet Internet Software & Services Accounting & Finance
<b>5 Collibra</b> Salt Lake City, UT	<b>\$113m</b>	Series E+	Battery Ventures, Index Ventures, Dawn Capital, ICONIQ Capital	Software (non-internet/mobile) Business Intelligence, Analytics & Performance Mgmt Software

# Are VCs keeping busy?

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# The top 5 VCs each raised \$2bn+ in Q2'20


## Top VCs by amount raised in Q2'20

Investor		Funds raised (Q2 2020)	Year founded	Select investments	Location
1	Insight Partners	\$9.5bn	1995	Twitter, Chegg, Shopify, New Relic	New York, NY
2	General Catalyst	\$4.6bn	2000	Stripe, Lemonade, Snap, Livongo	Palo Alto, CA
3	Lightspeed Venture Partners	\$4.2bn	2000	Grubhub, Stitch Fix, Zscaler, TaskRabbit	Menlo Park, CA
4	Summit Partners	\$2.2bn	1984	Uber, Infor, SmartSheet, Lazada	Boston, MA
5	Index Ventures	\$2.0bn	1996	Discord, Sonos, Adyen, Zuora	Menlo Park, CA

# SOSV takes the lead in Q2'20 as most active VC

## Most active VCs in Q2'20

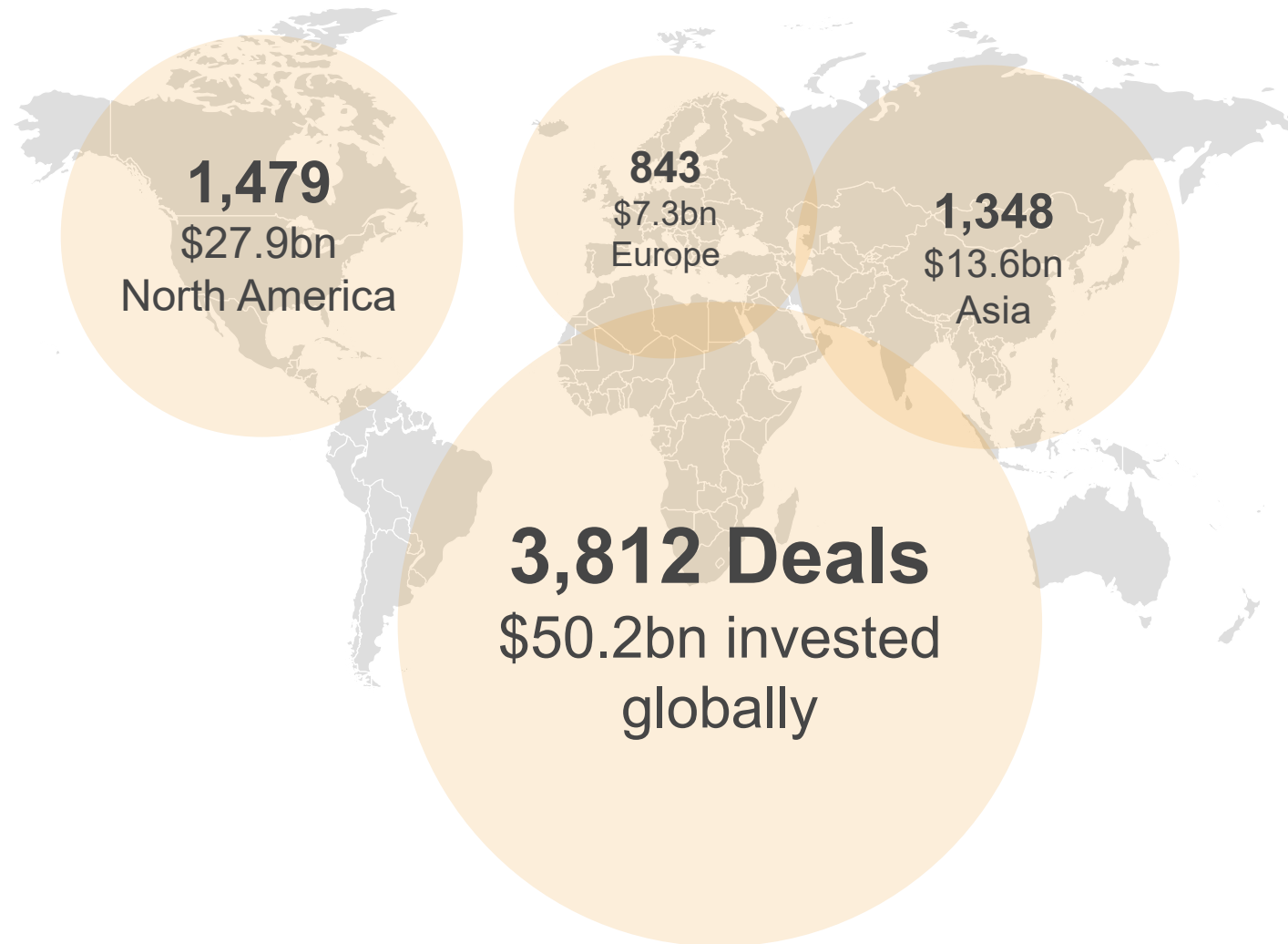
Investor	Deals	Select investments	Location
<b>1 SOSV</b>	<b>30</b>	Gaia Labs, Catalog Technologies, Machine Medicine	Princeton, NJ
<b>2 Andreessen Horowitz</b>	<b>28</b>	ADDI, Deel, Run the World, insitro	Menlo Park, CA
<b>2 Google Ventures</b>	<b>24</b>	insitro, Lime, Cockroach Labs	Mountain View, CA
<b>4 Sequoia Capital</b>	<b>20</b>	Amplitude, Truework, Vise	Menlo Park, CA
<b>5 Khosla Ventures</b>	<b>16</b>	Clear Labs, Mojo Vision, Codota	San Francisco, CA
<b>5 Accel</b>	<b>16</b>	BetterCloud, Bevy, Anyfin	Palo Alto, CA
<b>5 Index Ventures</b>	<b>16</b>	ServiceTitan, Figma, Expel	Menlo Park, CA



Source: PwC/CB Insights MoneyTree™ Report Q2 2020



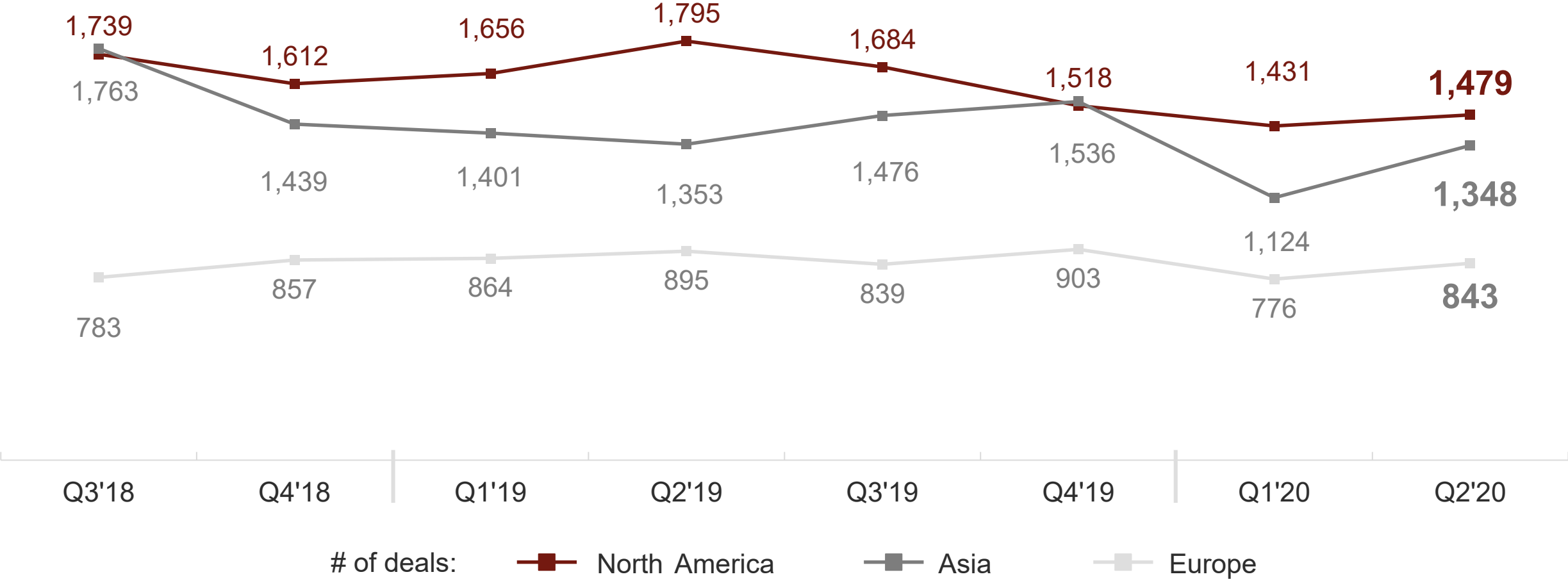
# Global regional comparison – Q2'20





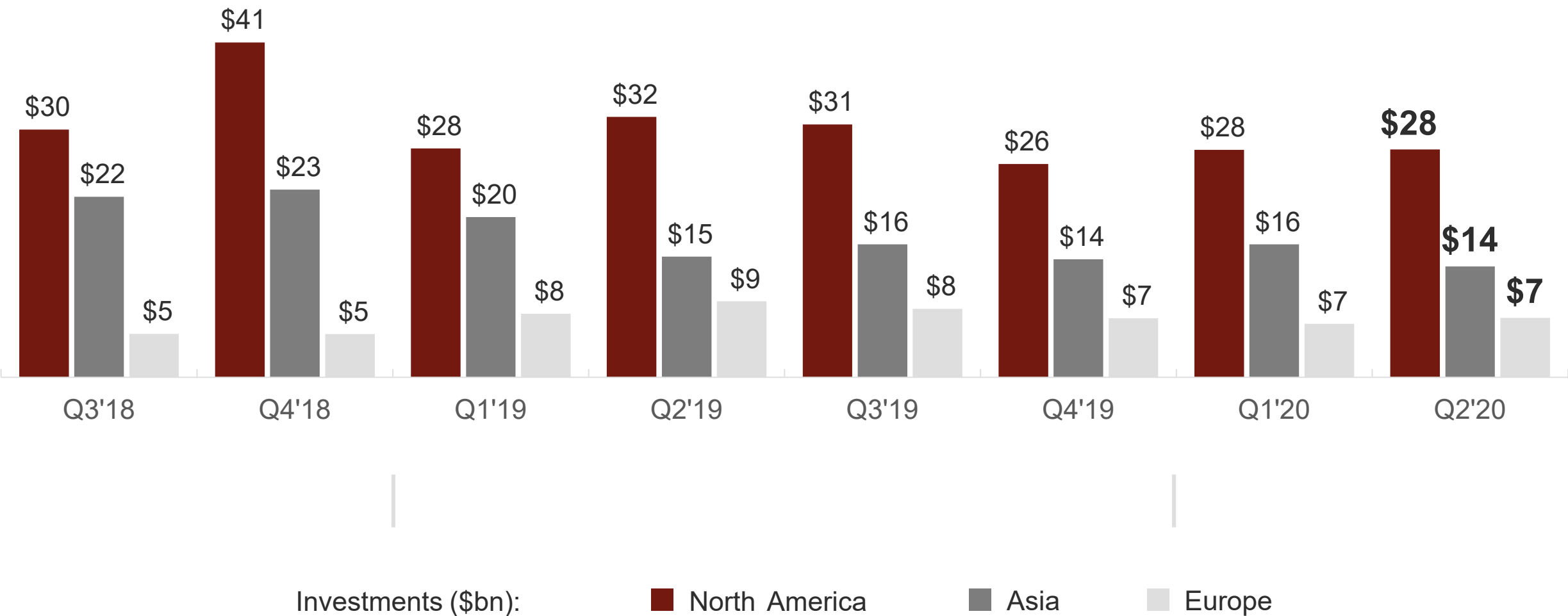
# Deals rise across North America, Asia, and Europe

## Global deal activity: North America, Asia, and Europe



# Funding declines outside of North America

## Global dollar funding: North America, Asia, and Europe



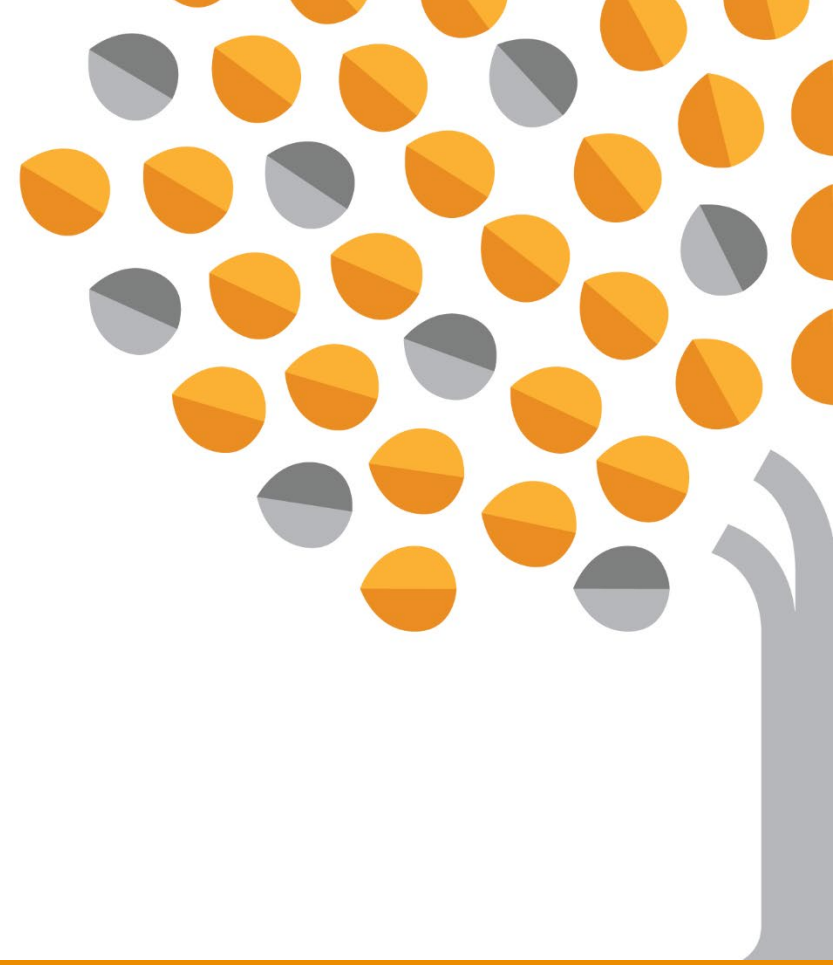
# Q2'20 sees three mega-rounds over \$500m

## Largest global deals of Q2'20

Company	Investment	Round	Select investors	Vertical
<b>1 Zuoyebang</b> Beijing, China	<b>\$750m</b>	Series E	Tiger Global Management, Qatar Investment Authority, Sequoia Capital China	Internet Internet Software & Services Education & Training
<b>2 Stripe</b> San Francisco, USA	<b>\$600m</b>	Series E+	Google Ventures, Sequoia Capital, General Catalyst, Andreessen Horowitz	Internet Internet Software & Services Payments
<b>3 Palantir Technologies</b> Palo Alto, USA	<b>\$500m</b>	Other	Sompo Japan Nipponkoa	Software (non-internet/mobile) Business Intelligence, Analytics, & Performance Mgmt Software
<b>4 Sana Biotechnology</b> Seattle, USA	<b>\$481m</b>	Series A	Google Ventures, ARCH Venture Partners, F-Prime Capital	Healthcare Biotechnology
<b>5 Samsara Networks</b> London, UK	<b>\$400m</b>	Series E+	Tiger Global Management, Warburg Pincus, General Catalyst	Internet Internet Software & Services Business Intelligence, Analytics, & Performance Mgmt Software
<b>5 DoorDash</b> San Francisco, USA	<b>\$400m</b>	Series E+	Durable Capital Partners, Fidelity Investments, T. Rowe Price	Internet E-commerce Food & Grocery

# Appendix

PwC/CB Insights  
MoneyTree™ Report  
Q2 2020



# US States: Full listing with investments and deals

State	\$m	Deals	State	\$m	Deals	State	\$m	Deals	State	\$m	Deals
Arizona	120	8	Indiana	20	11	Nebraska	130	5	Texas	420	59
Arkansas	5	2	Iowa	22	5	Nevada	126	2	Utah	240	14
California	14,330	560	Kansas	38	3	New Hampshire	6	2	Vermont	2	1
Colorado	265	28	Kentucky	5	2	New Jersey	259	15	Virginia	170	20
Connecticut	191	10	Louisiana	10	2	New Mexico	2	3	Washington	913	43
DC	189	13	Maine	12	4	New York	3,149	199	Wisconsin	19	5
Delaware	64	8	Maryland	358	21	North Carolina	288	21	Wyoming	43	3
Florida	434	21	Massachusetts	3,706	128	Ohio	107	18			
Georgia	175	23	Michigan	64	9	Oregon	141	10			
Hawaii	11	2	Minnesota	79	11	Pennsylvania	356	29			
Idaho	62	5	Missouri	40	6	Rhode Island	0	2			
Illinois	251	30	Montana	8	1	Tennessee	26	10			

PwC ([pwc.com/moneytree](http://pwc.com/moneytree)) and CB Insights ([cbinsights.com](http://cbinsights.com)) encourage you to review the methodology and definitions employed to better understand the numbers presented in this report. If you have any questions about the definitions or methodological principles used, we encourage you to reach out to CB Insights directly. Additionally, if you feel your firm has been underrepresented, please send an email to [info@cbinsights.com](mailto:info@cbinsights.com) and we can work together to ensure your firm's investment data is up to date.

Rankings, e.g. top states and top sectors, are done by quarterly deal activity (that is, deal count for the given quarter).

## What is **included**:

- Equity financings into private companies. Fundings must be to VC-backed companies, which are defined as companies that have received funding at any point from: venture capital firms, corporate venture arms, or super angel investors.
- Fundings of private companies only. Funding rounds raised by public companies of any kind on any exchange (including Pink Sheets) are excluded from our numbers, even if they received investment from a venture firm.
- Only includes the investment made in the quarter for tranching investments. If a company does a second closing of its Series B round for \$5m and previously had closed \$2m in a prior quarter, only the \$5m is reflected in our results.
- Round numbers reflect what has closed, not what is intended. If a company indicates the closing of \$5m out of a desired raise of \$15m, our numbers reflect only the amount which has closed.
- Only verifiable fundings are included. Fundings are verified via (1) various federal and state regulatory filings; (2) direct confirmation with firm or investor; (3) press release; or (4) credible media sources.
- Equity fundings to joint ventures and spinoffs/spinouts are included, given that they meet the VC-backed criteria.
- Geography note: Israel funding figures are classified in Asia.

## What is **excluded**:

- No contingent funding. If a company receives a commitment for \$20m subject to hitting certain milestones but first gets \$8m, only the \$8m is included in our data.
- No business development/R&D arrangements, whether transferable into equity now, later, or never. If a company signs a \$300m R&D partnership with a larger corporation, this is not equity financing nor is it from venture capital firms. As a result, it is not included.
- No buyouts, consolidations, or recapitalizations. All three of these transaction types are commonly employed by private equity firms and are tracked by CB Insights. However, they are excluded for the purposes of this report.
- No private placements. These investments, also known as PIPEs (Private Investment in Public Equities), are not included even if made by a venture capital firm.
- No debt/loans of any kind (except convertible notes). Venture debt or any kind of debt/loan issued to emerging, startup companies, even if included as an additional part of an equity financing, is not included. If a company receives \$3m with \$2m from venture investors and \$1m in debt, only the \$2m is included in these statistics.
- No non-equity government funding. Grants or loans by the federal government, state agencies, or public-private partnerships to emerging, startup companies are not included.
- No fundings to subsidiaries of a larger parent corporation.

# Disclaimer

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